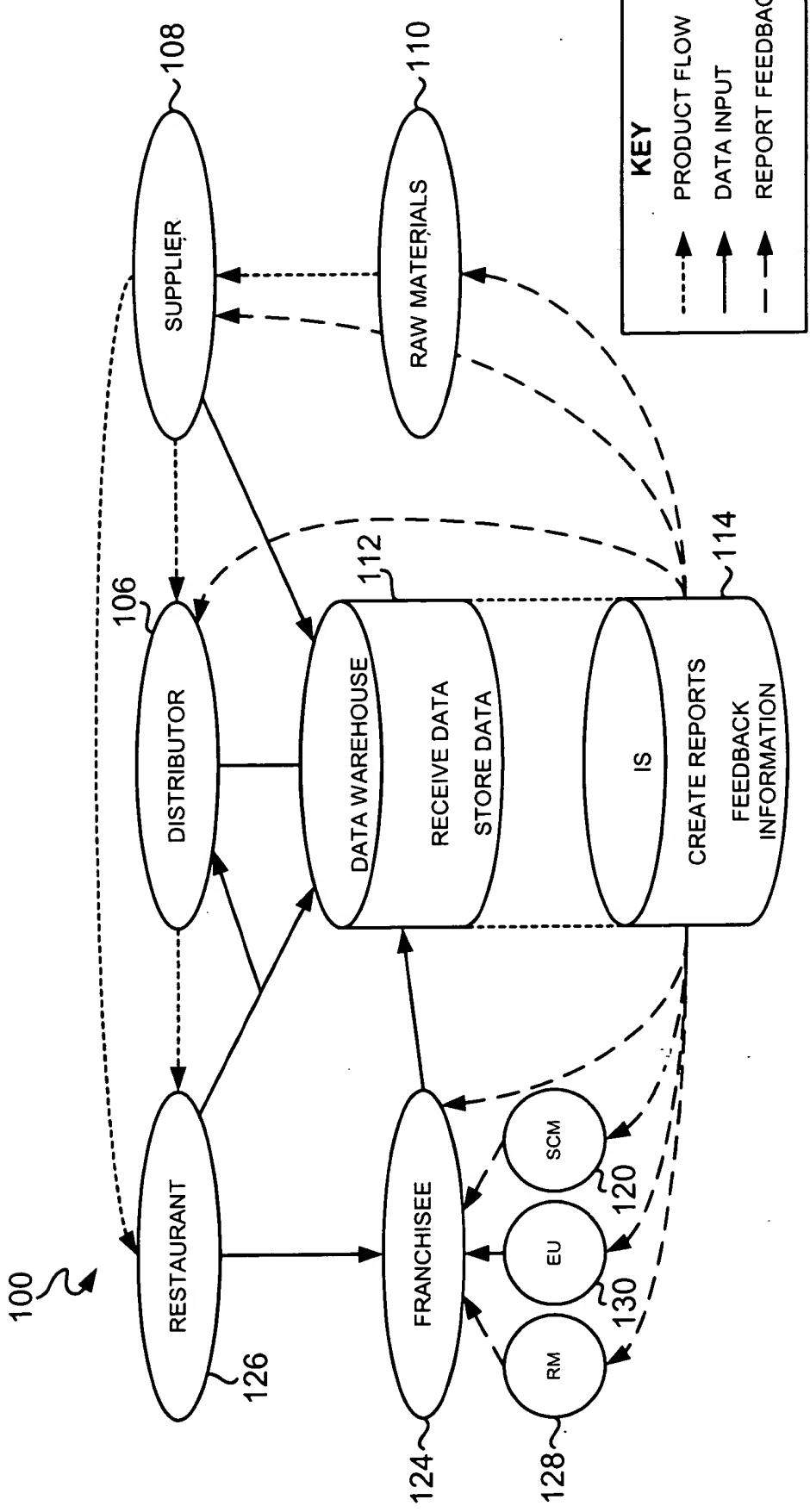
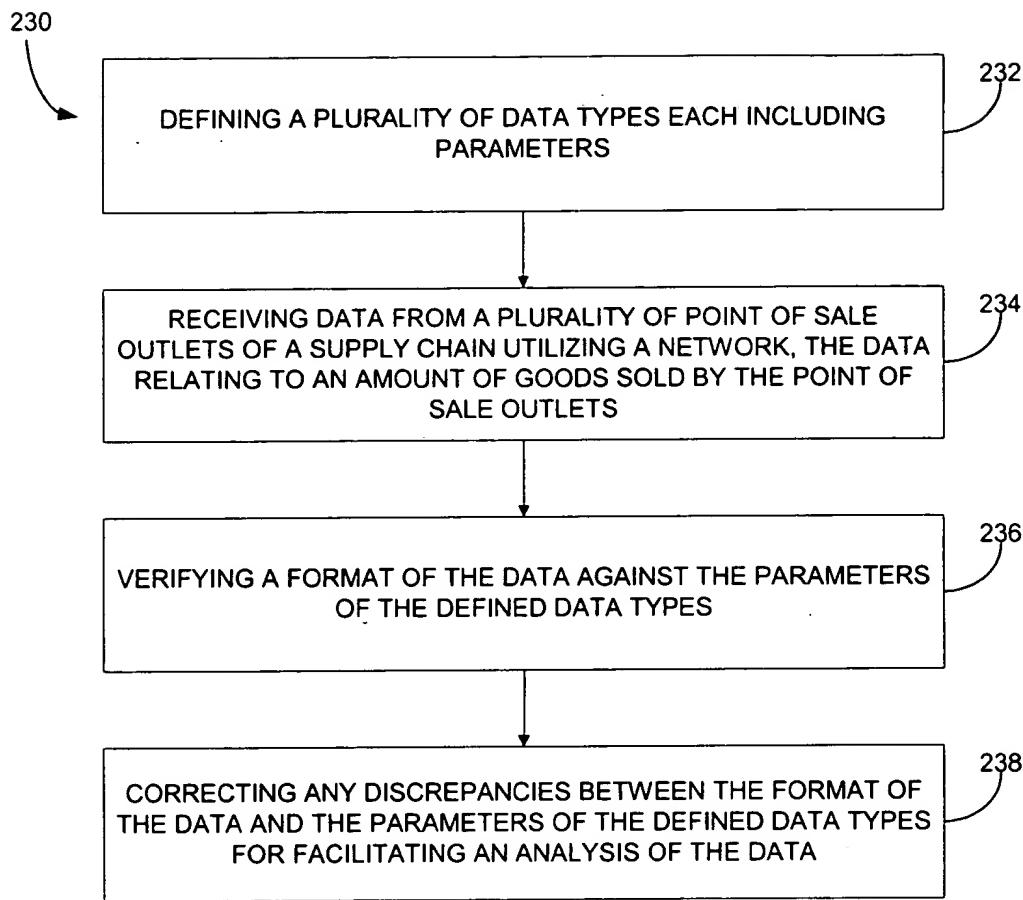


**FIG. 1A**



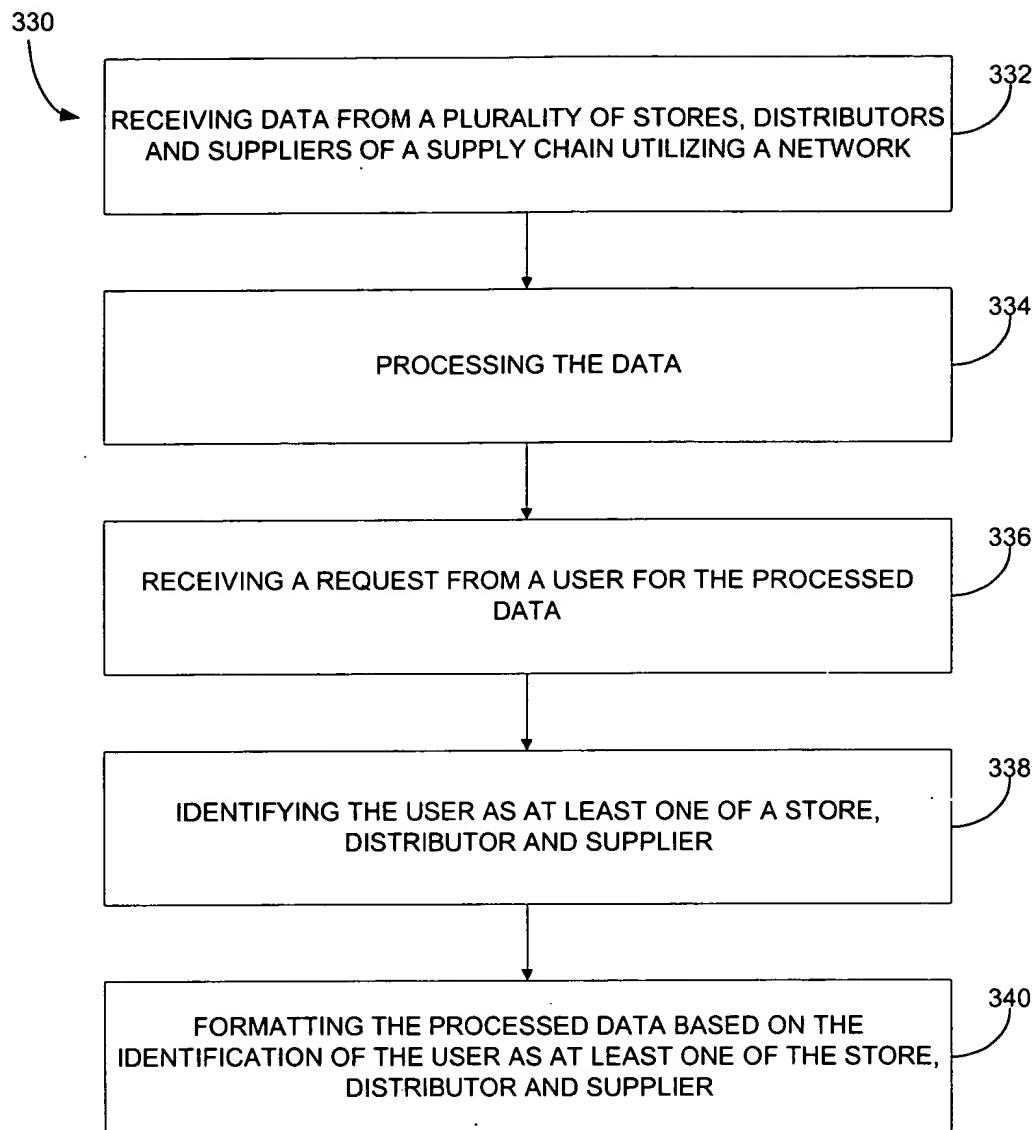
**FIG. 1B**

102450 04057060



**FIG. 2**

2013010495469



**FIG. 3**

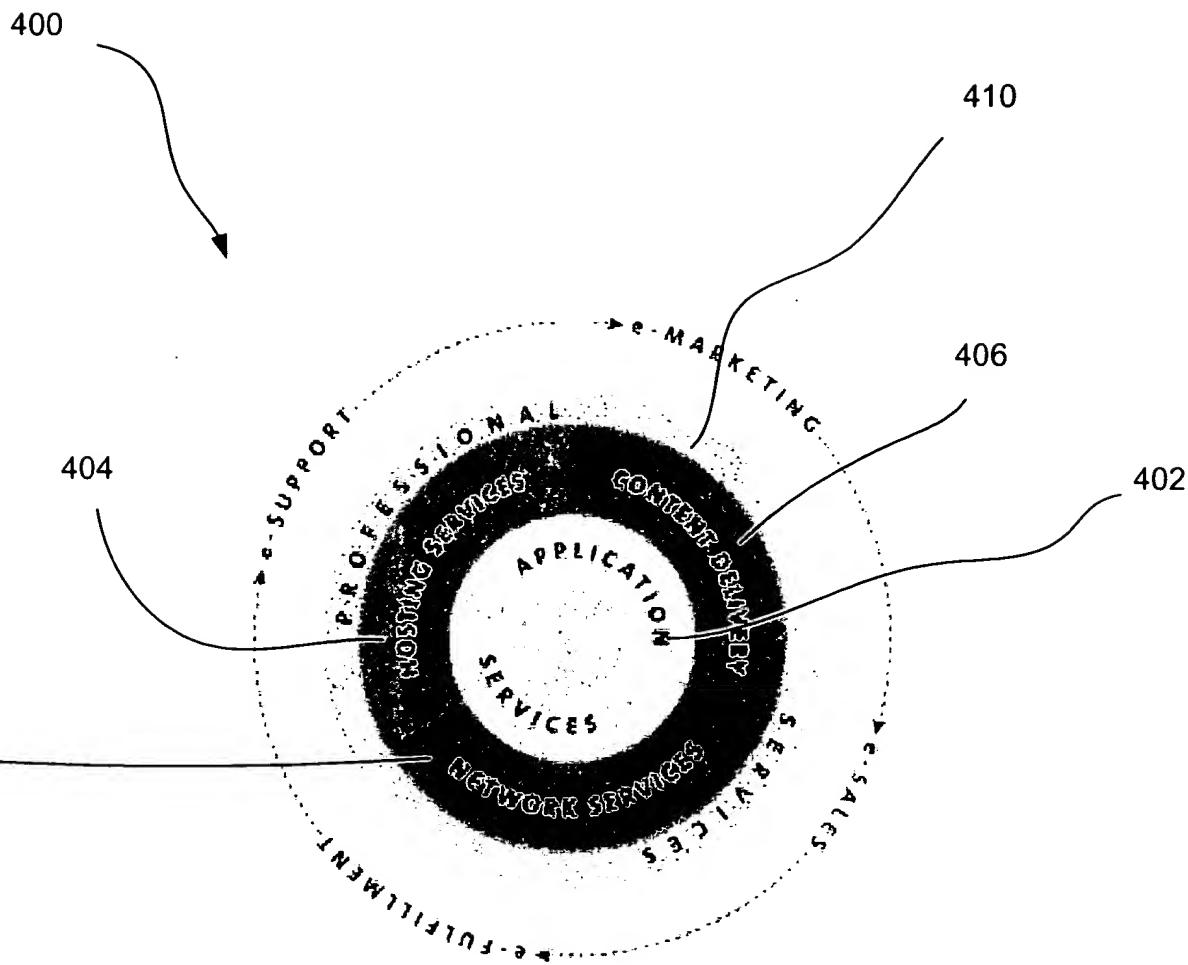
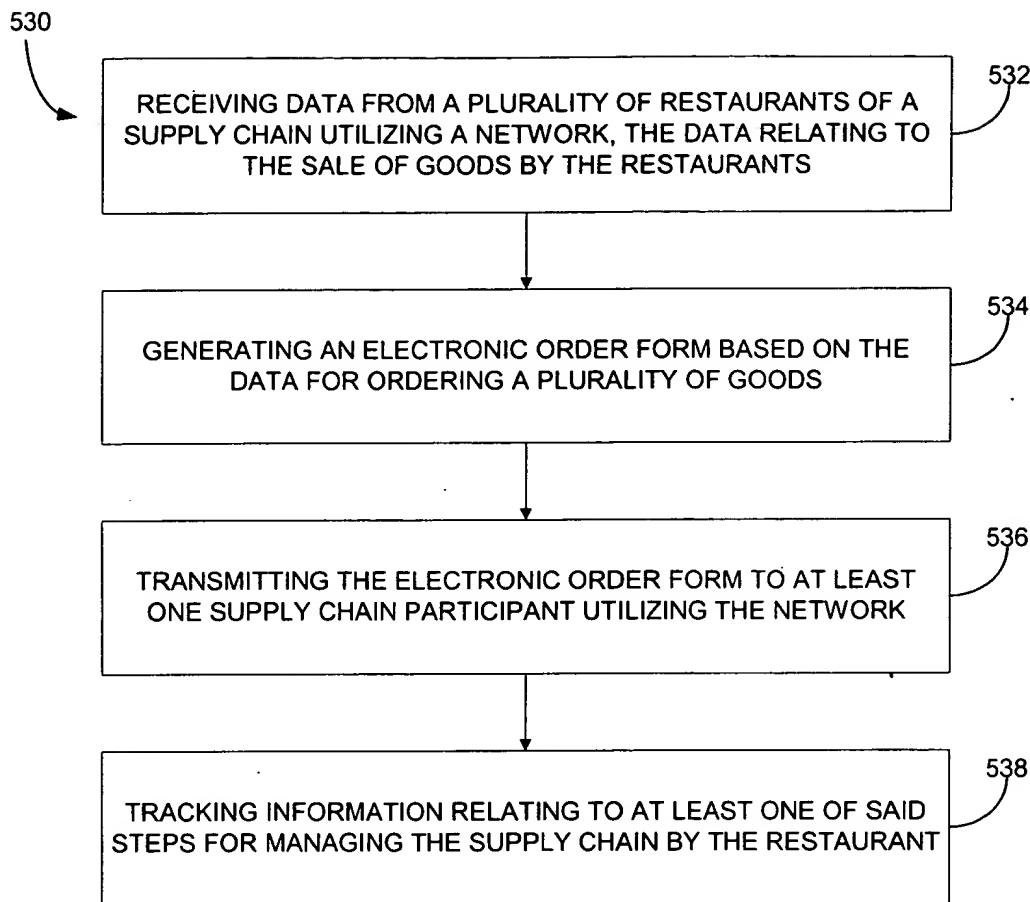
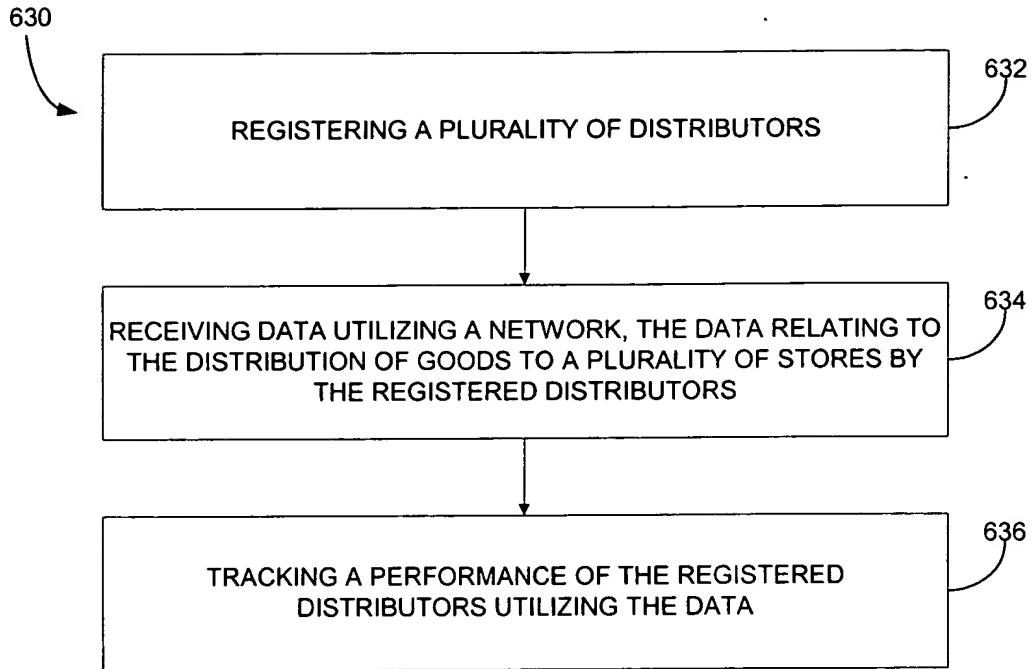


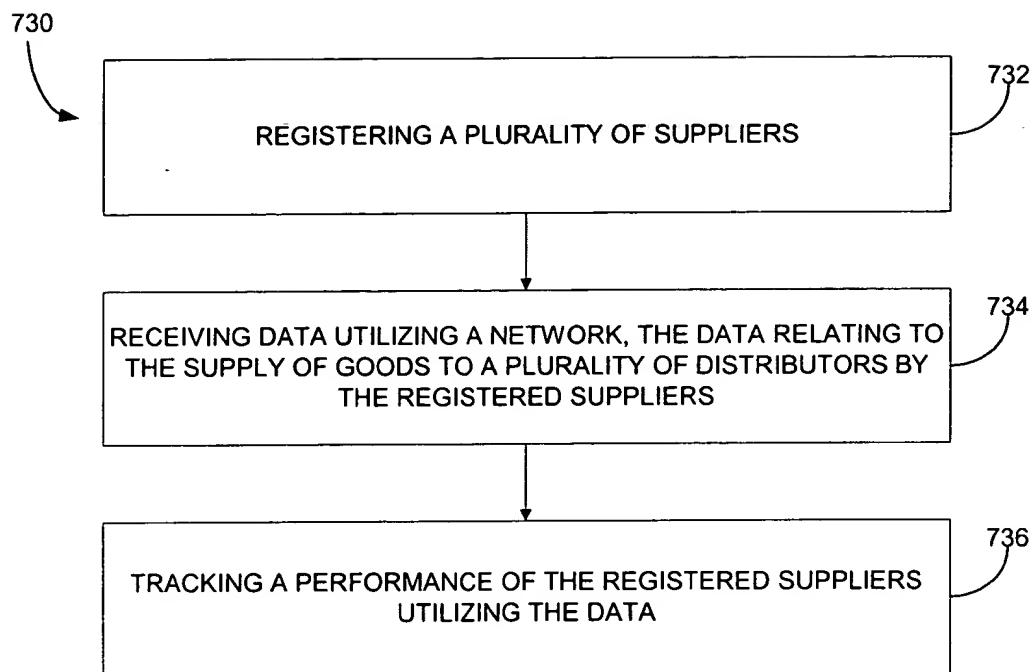
Fig. 4



**FIG. 5**

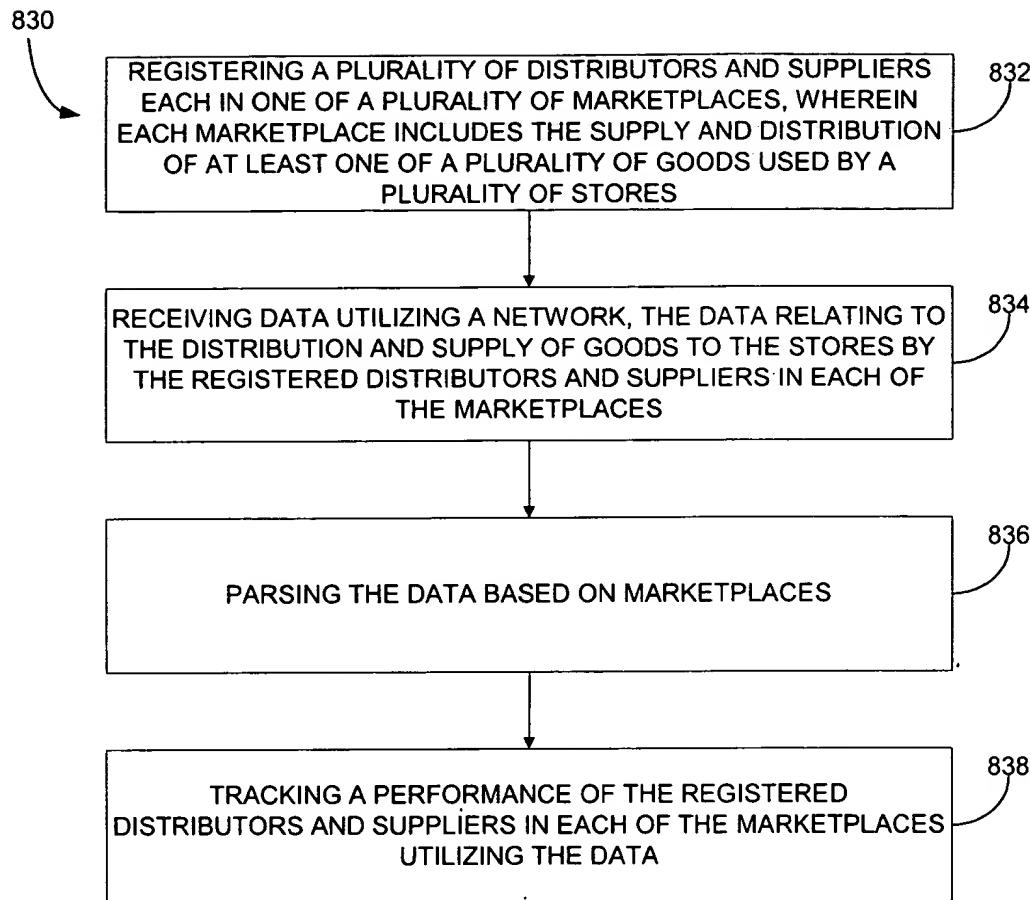


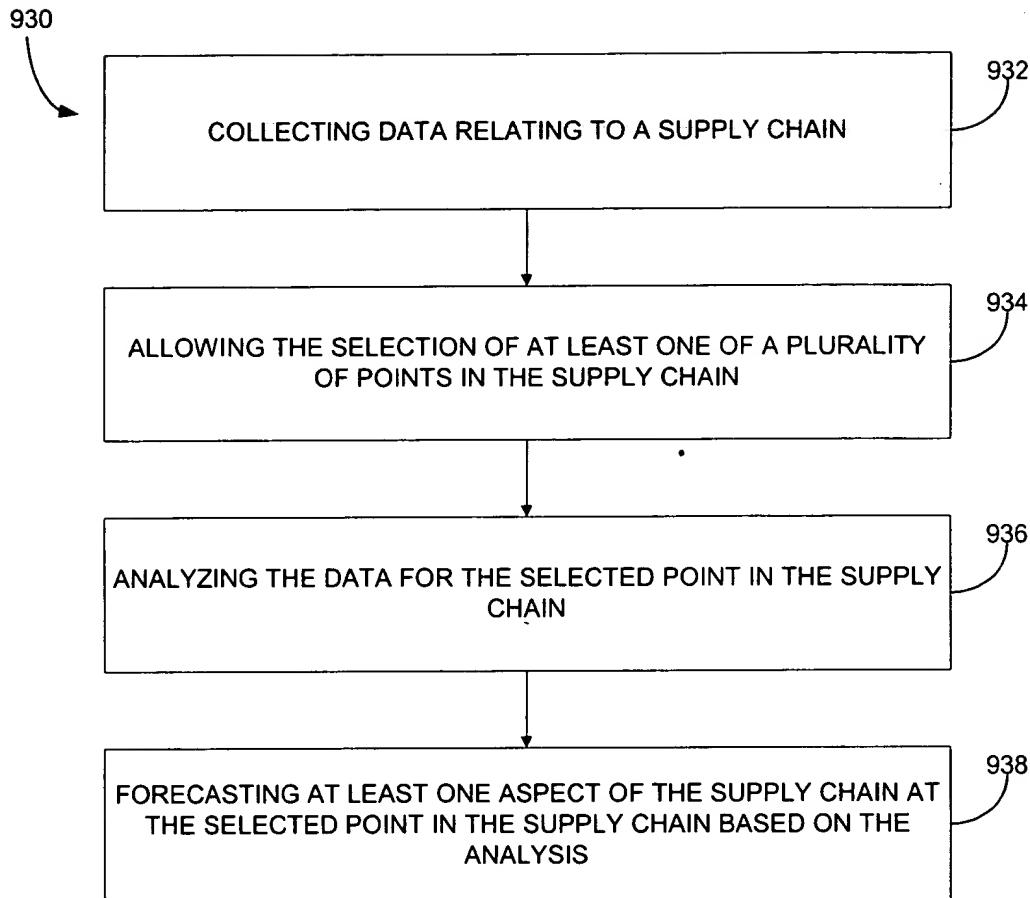
**FIG. 6**



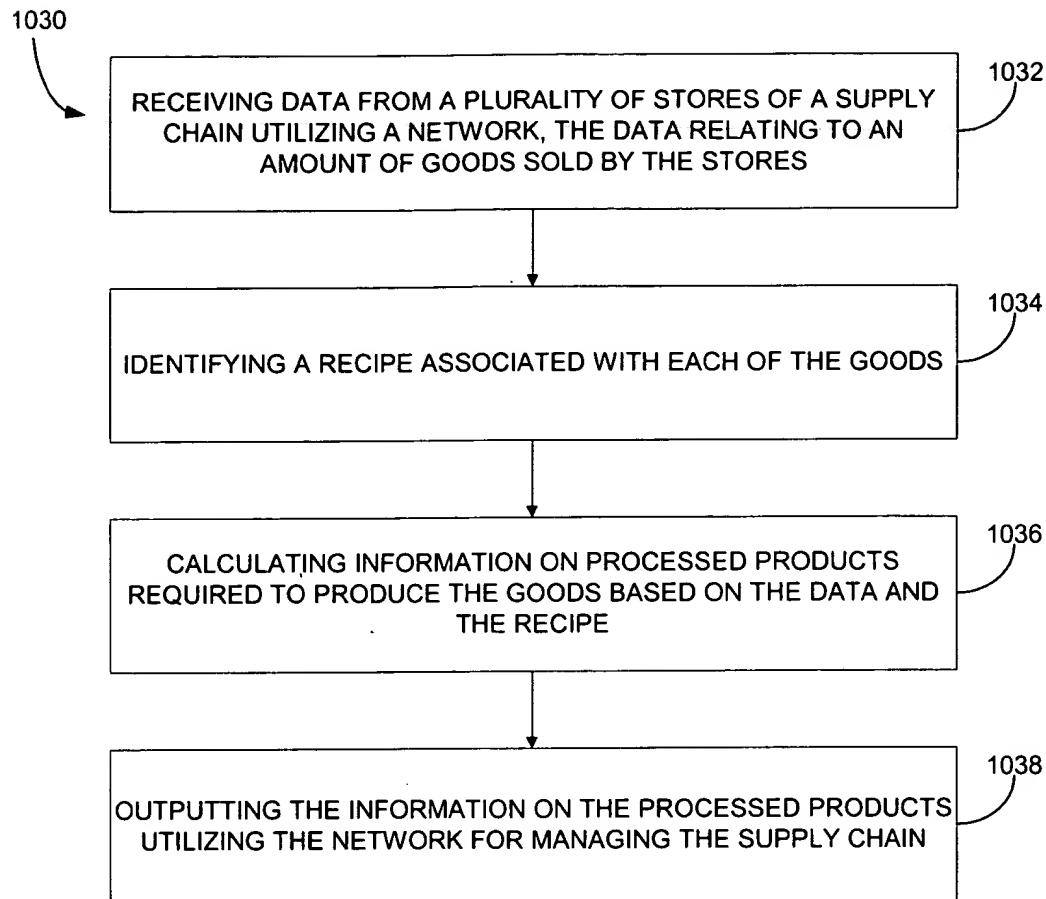
**FIG. 7**

00012340 022504

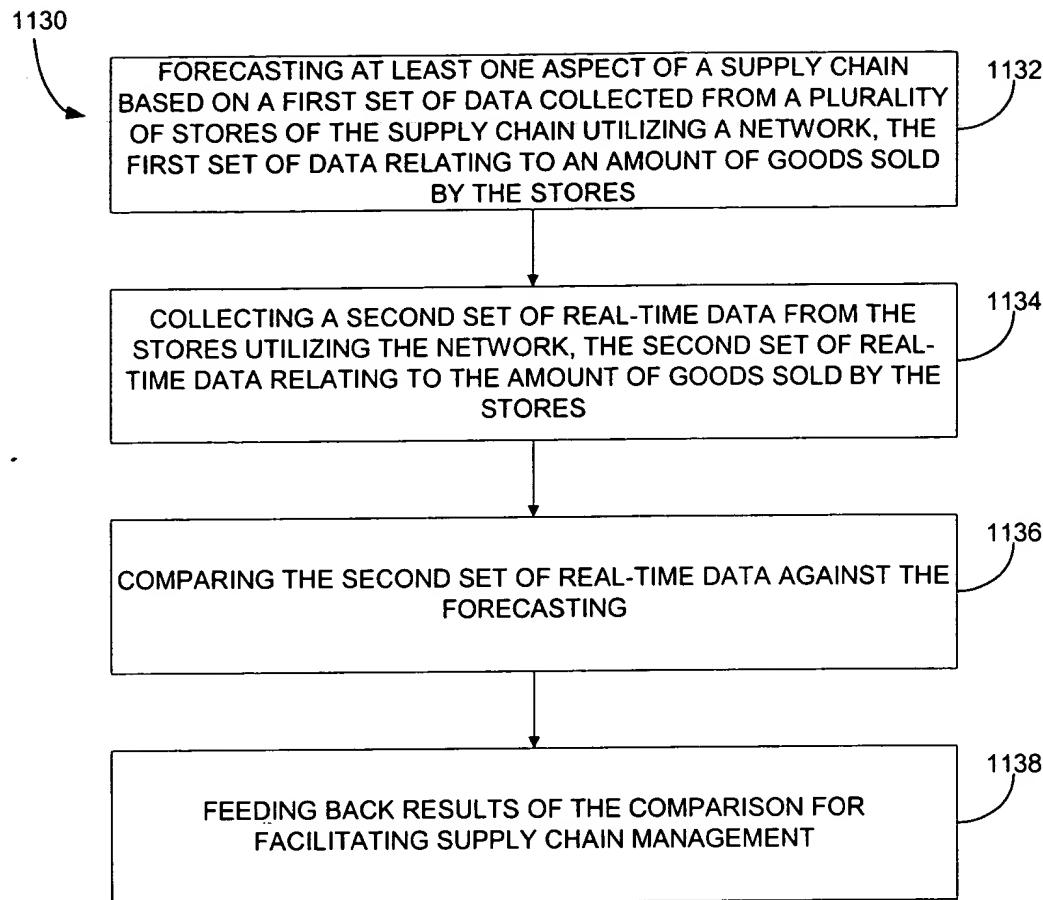
**FIG. 8**

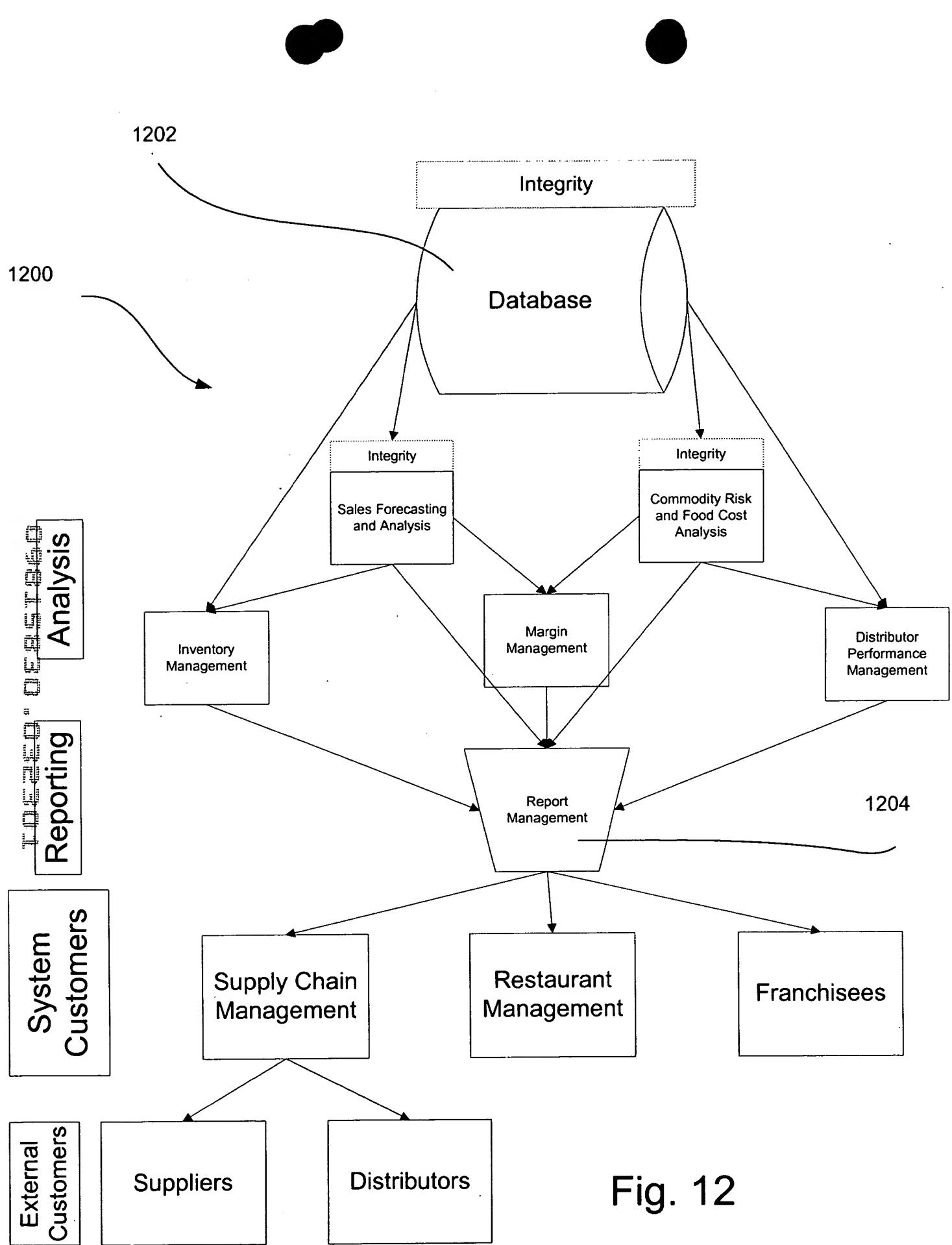


**FIG. 9**

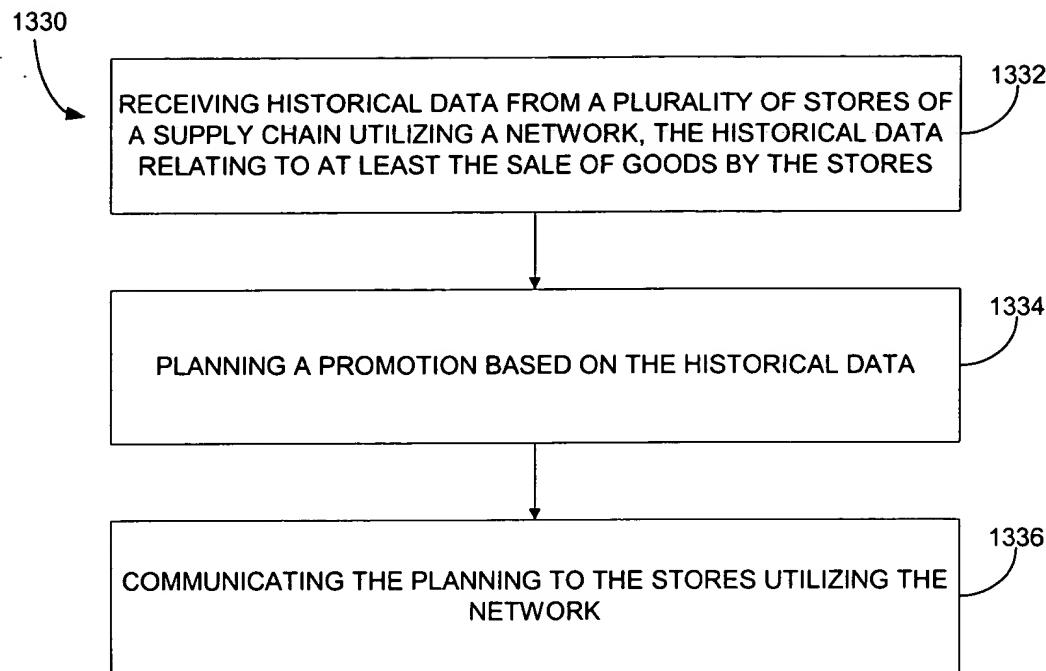


**FIG. 10**

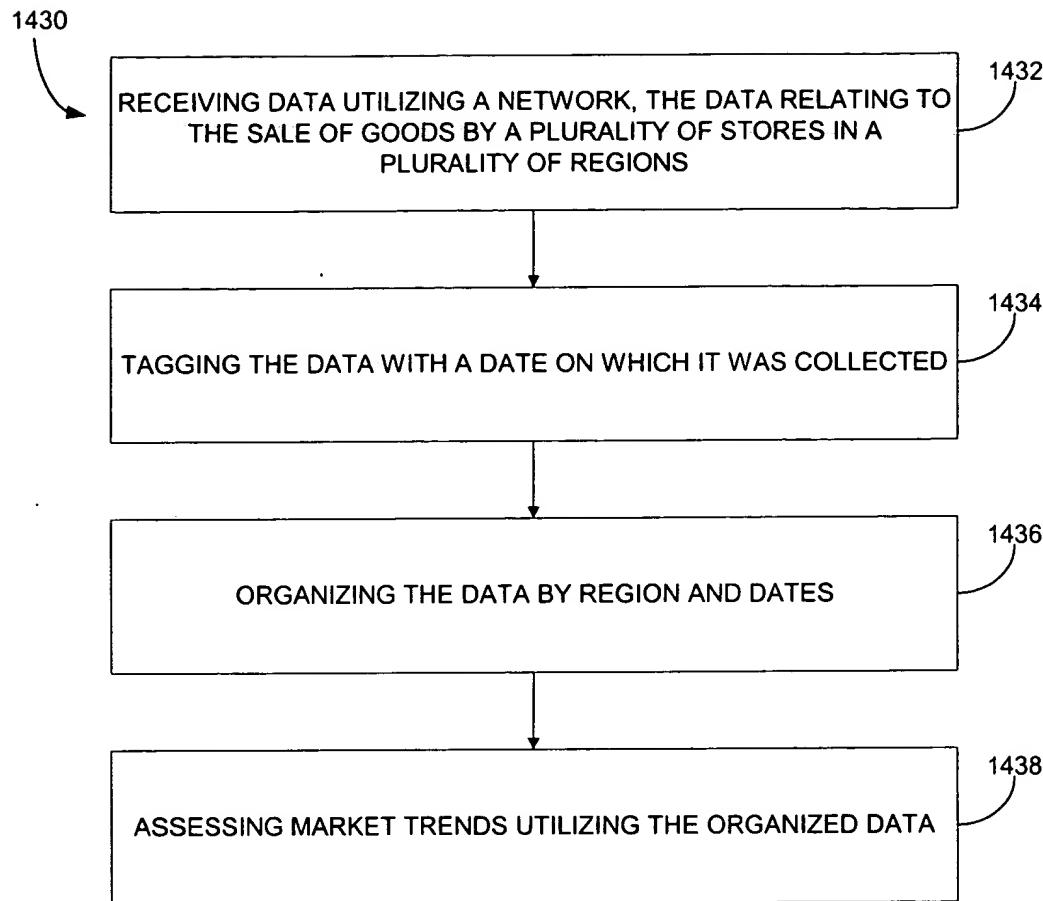
**FIG. 11**



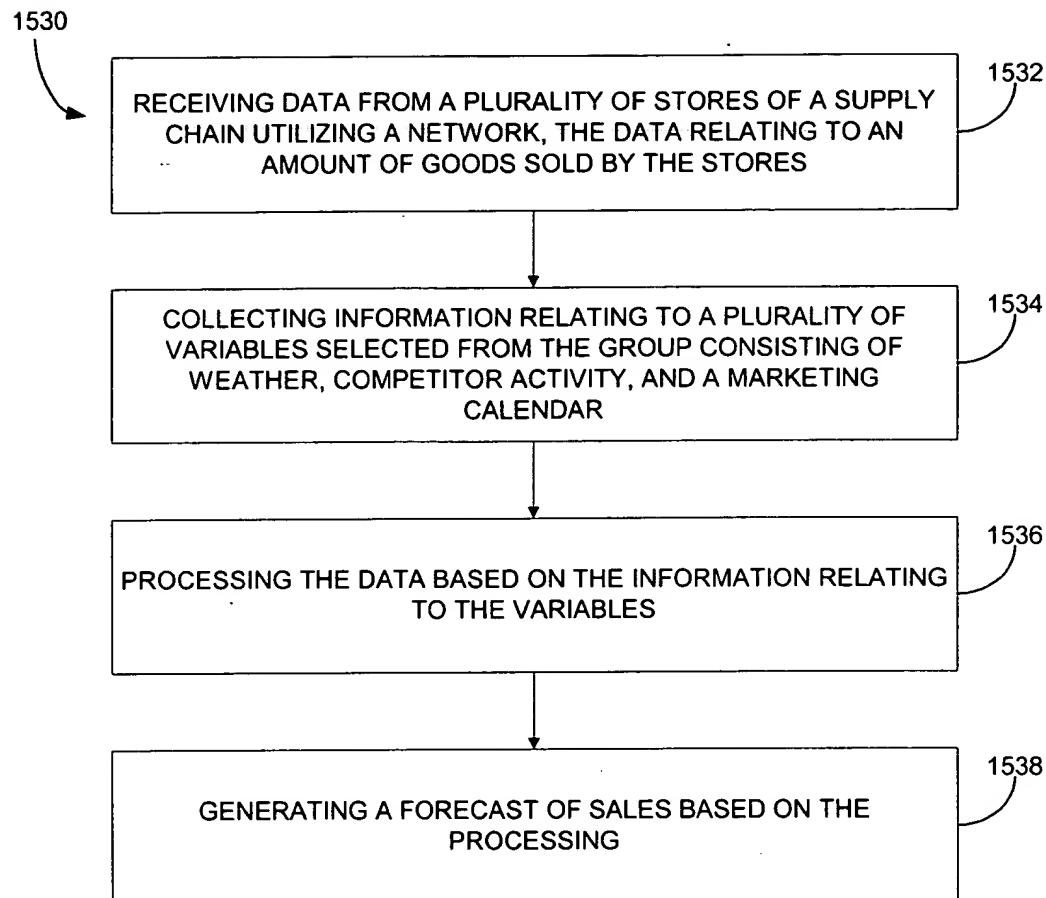
TOP SECRET//COMINT



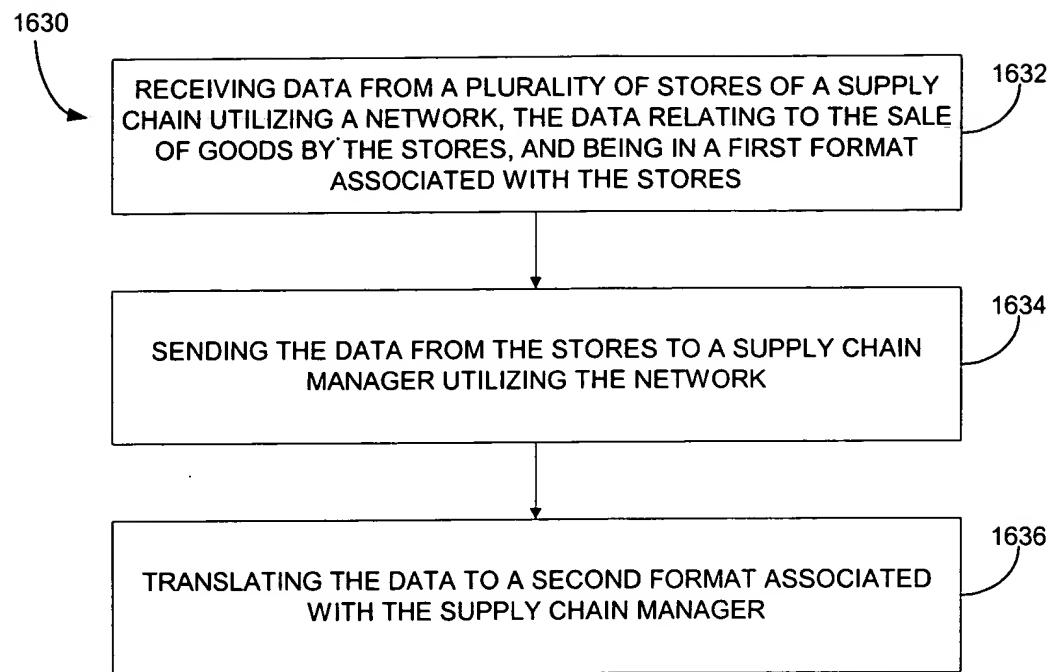
**FIG. 13**



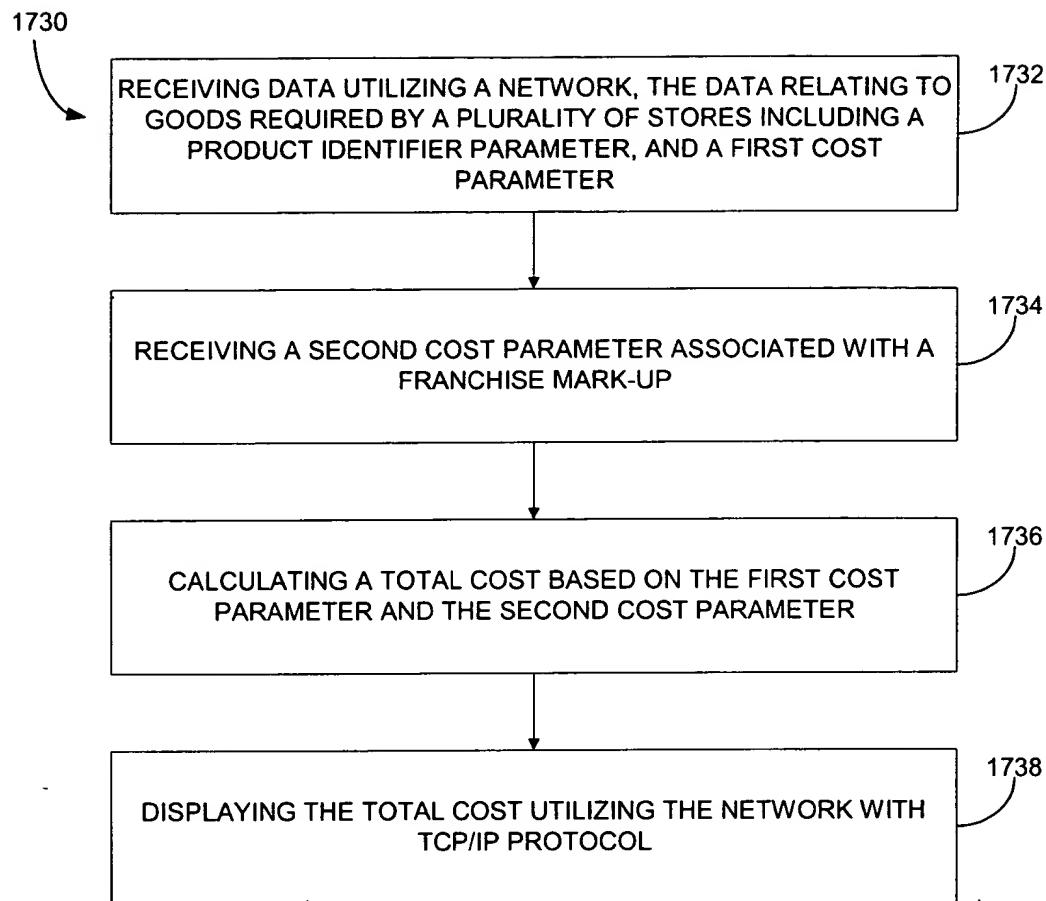
**FIG. 14**



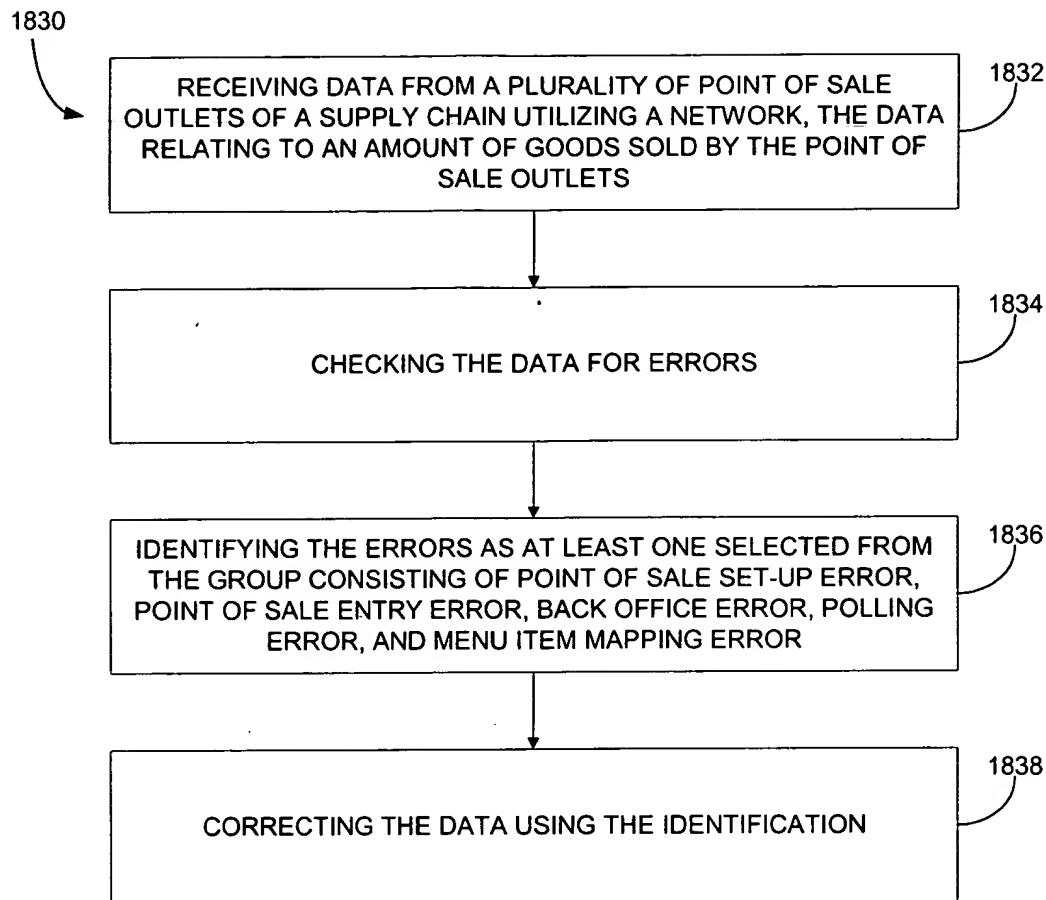
**FIG. 15**



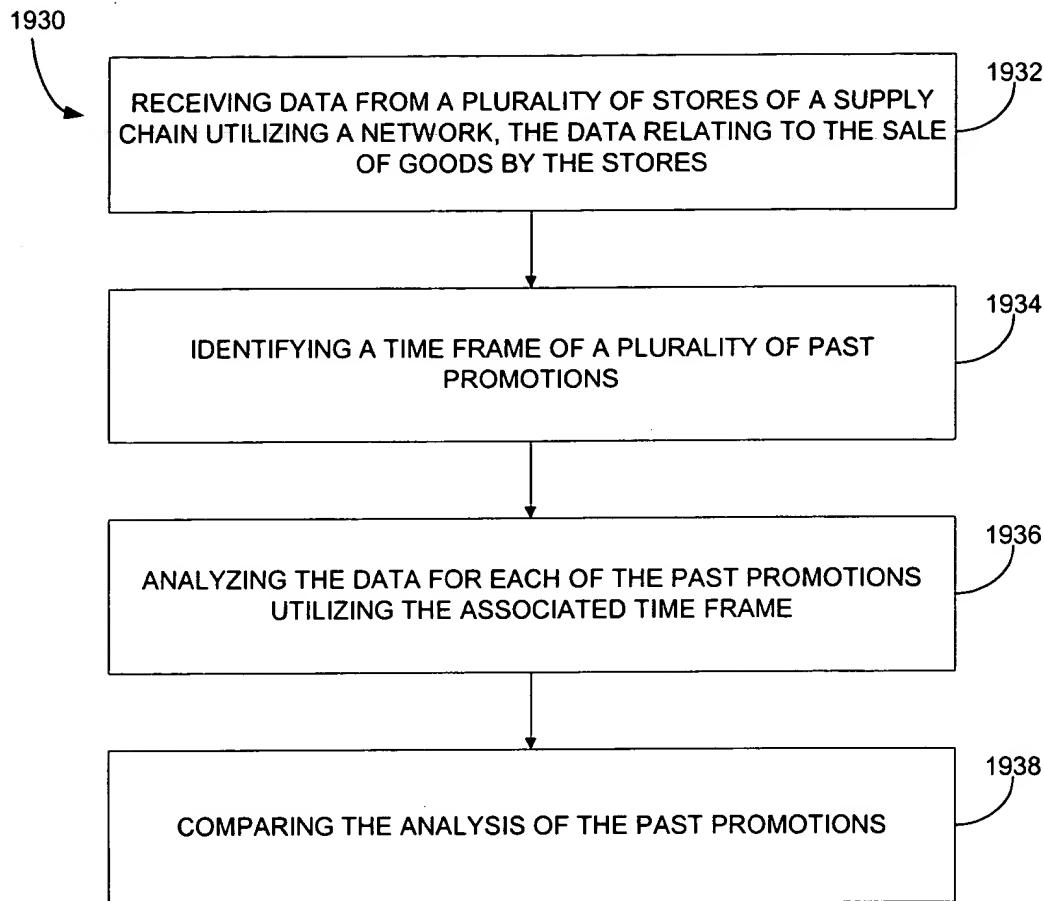
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

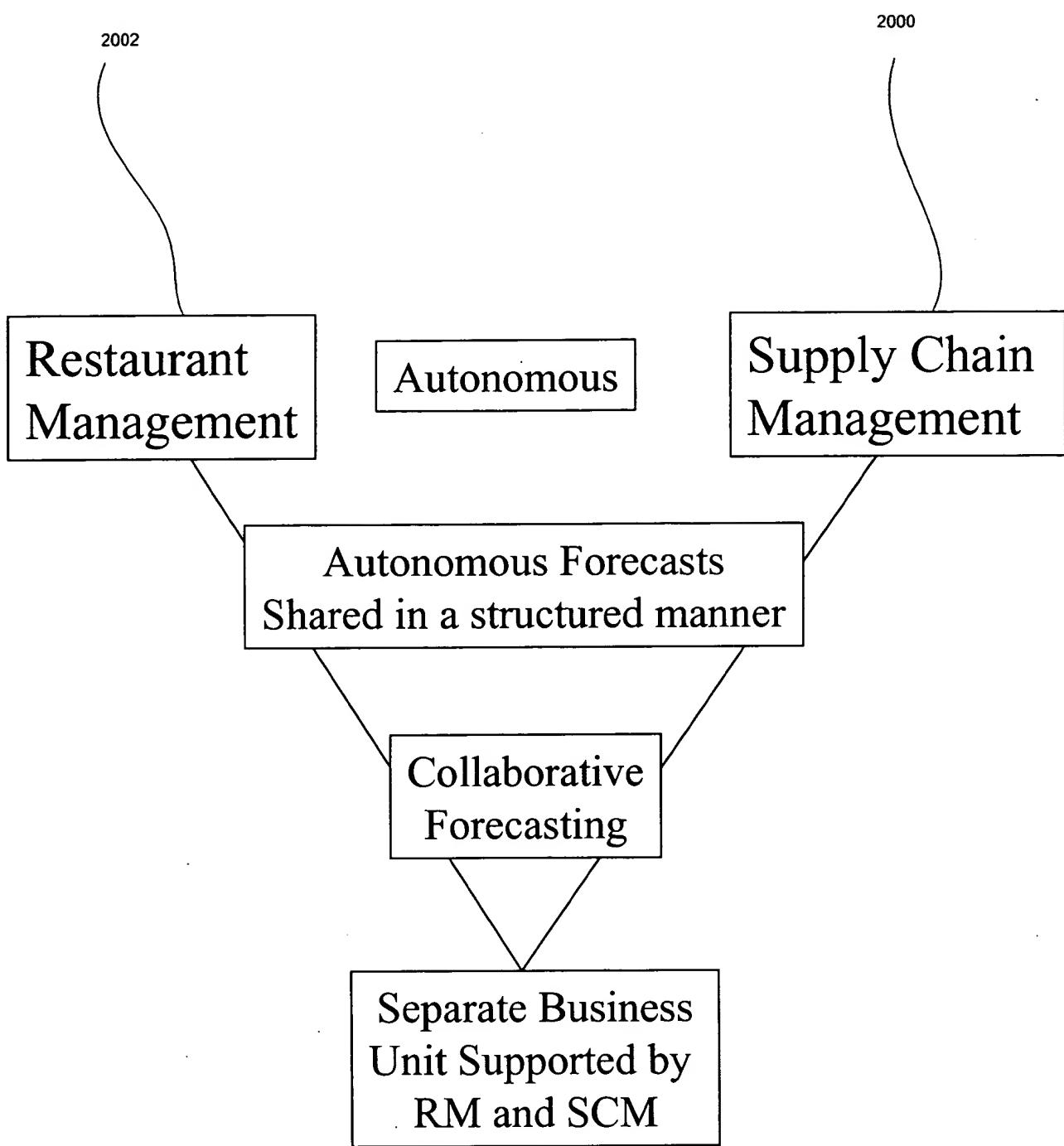
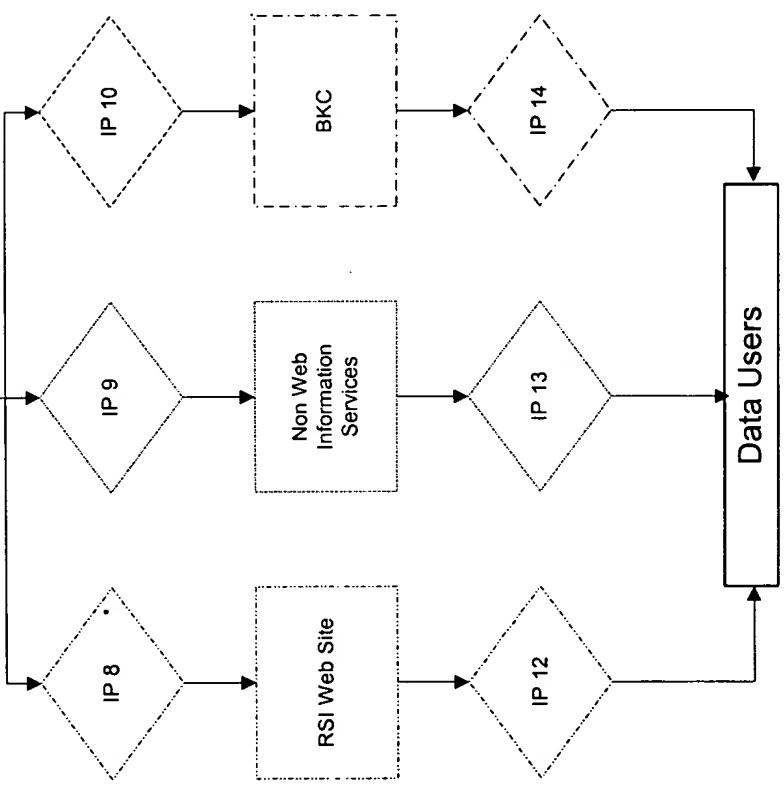
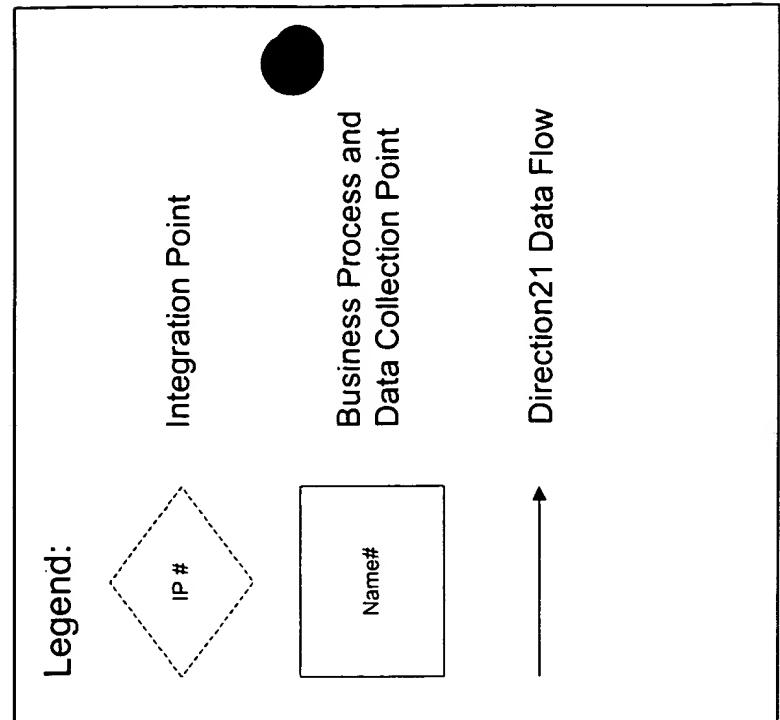
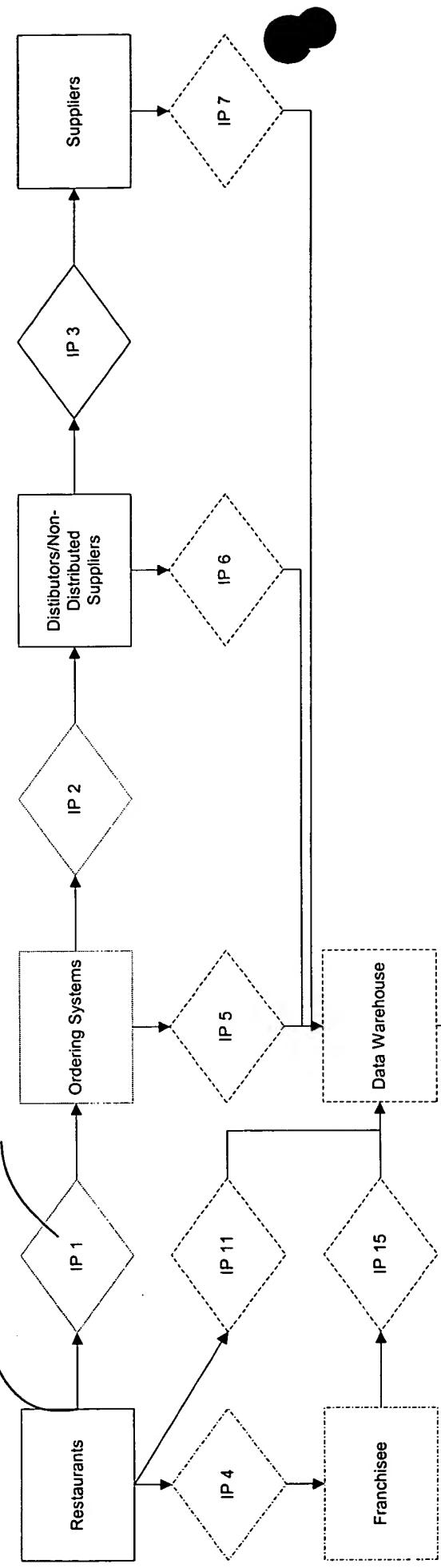


Fig. 20

2102  
2104**Fig. 21**

2200

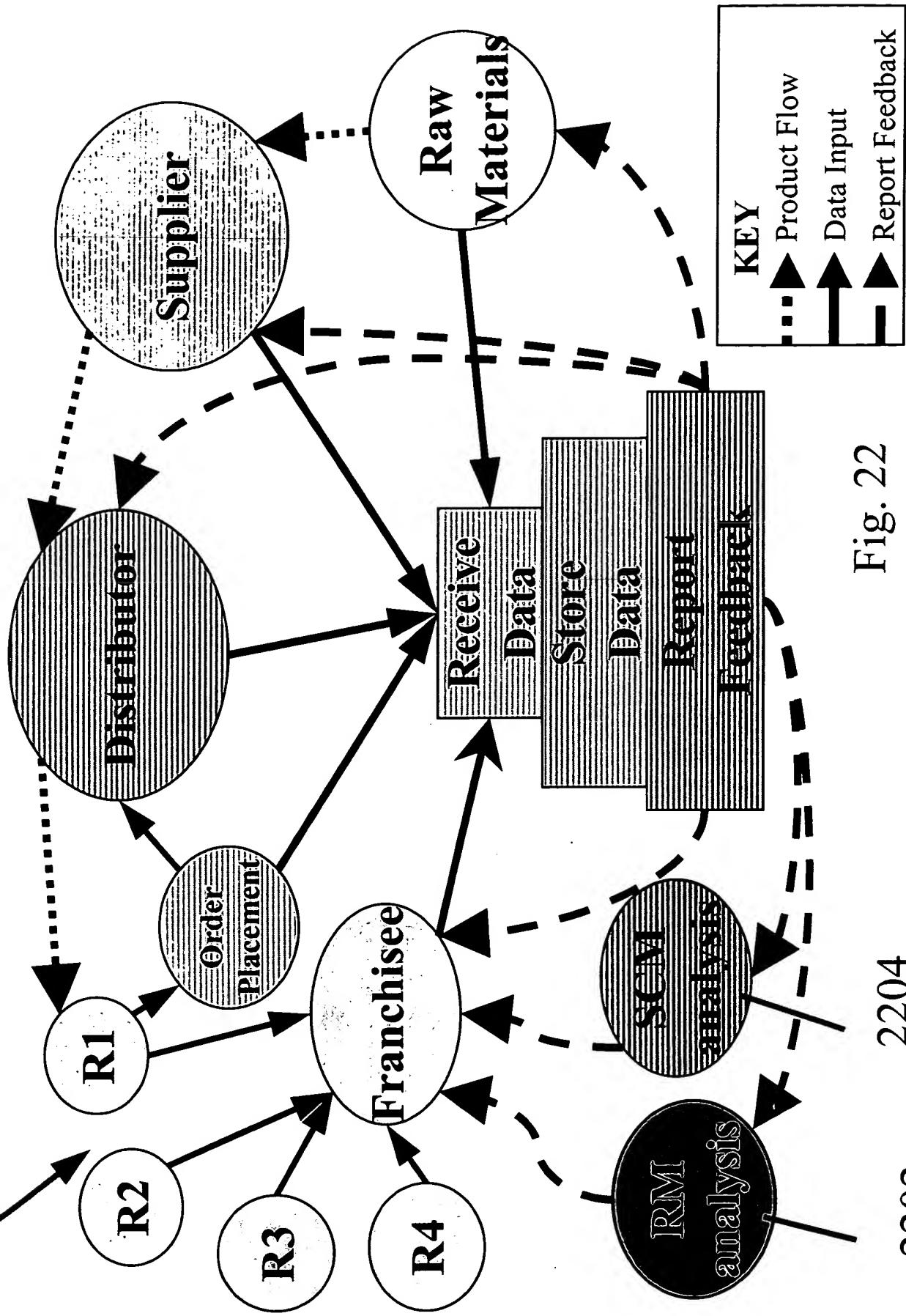
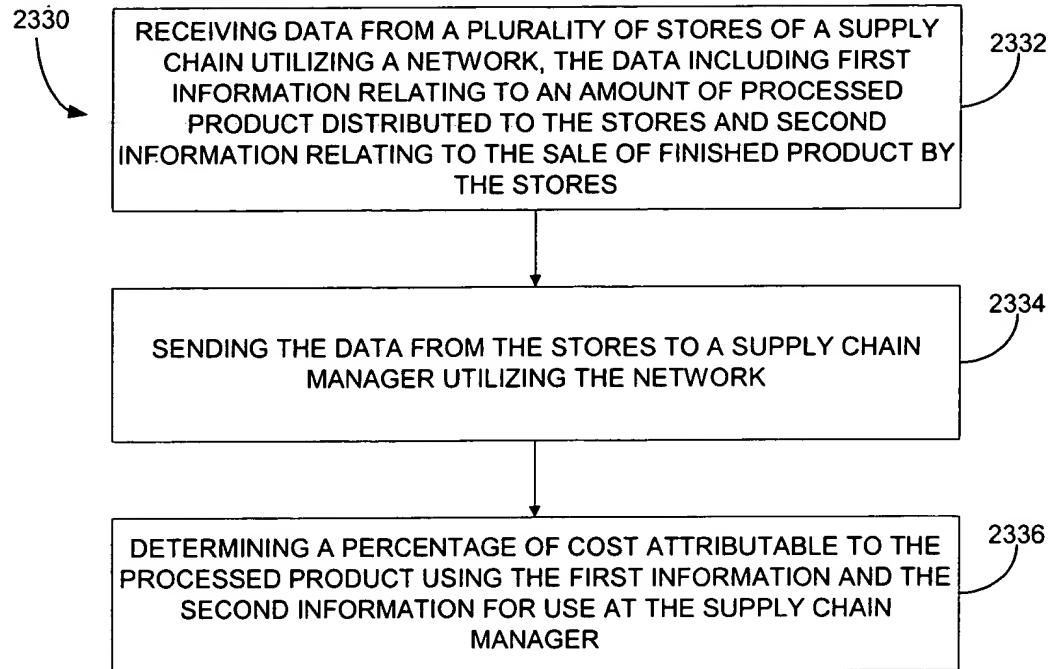


Fig. 22

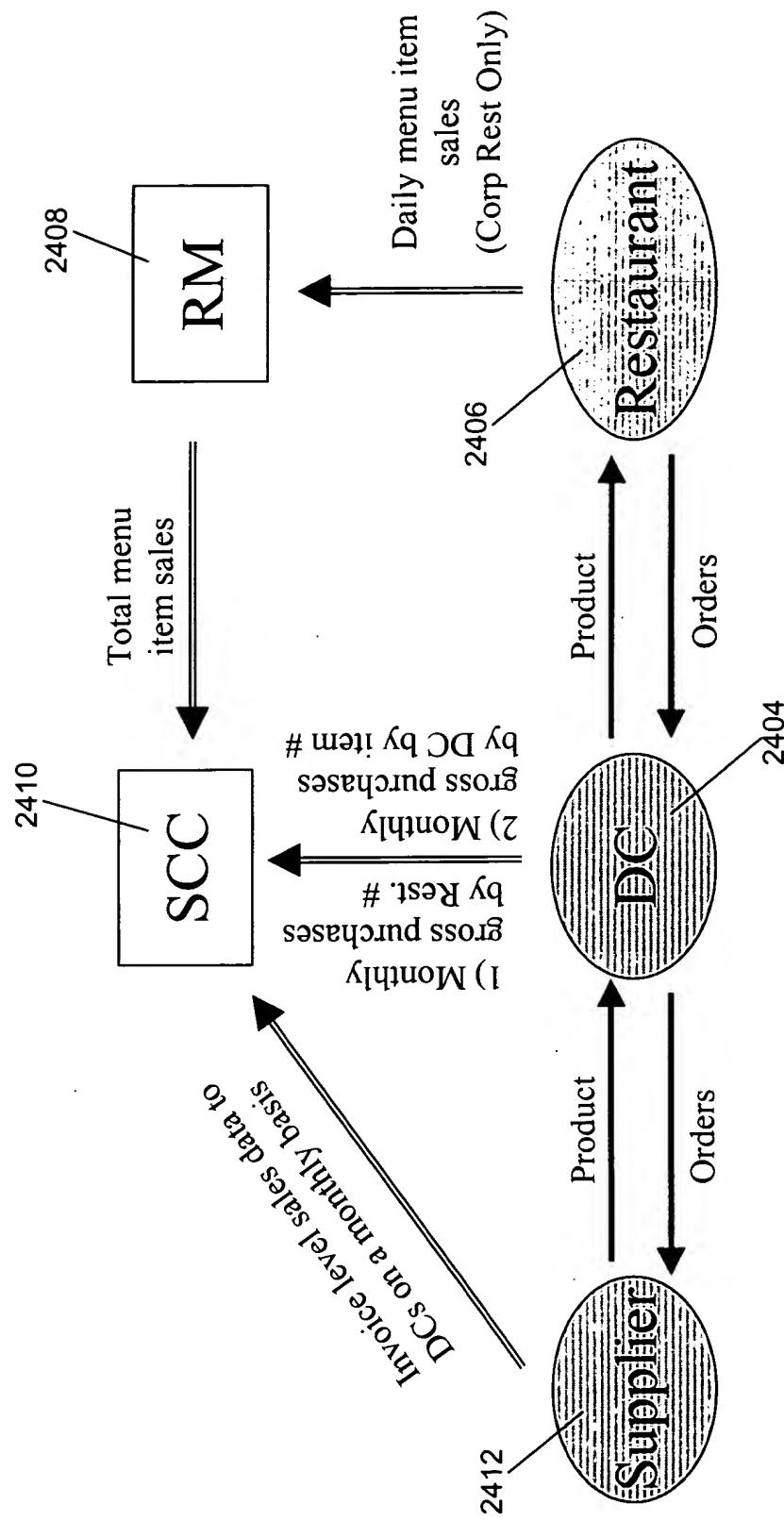
2204

2202

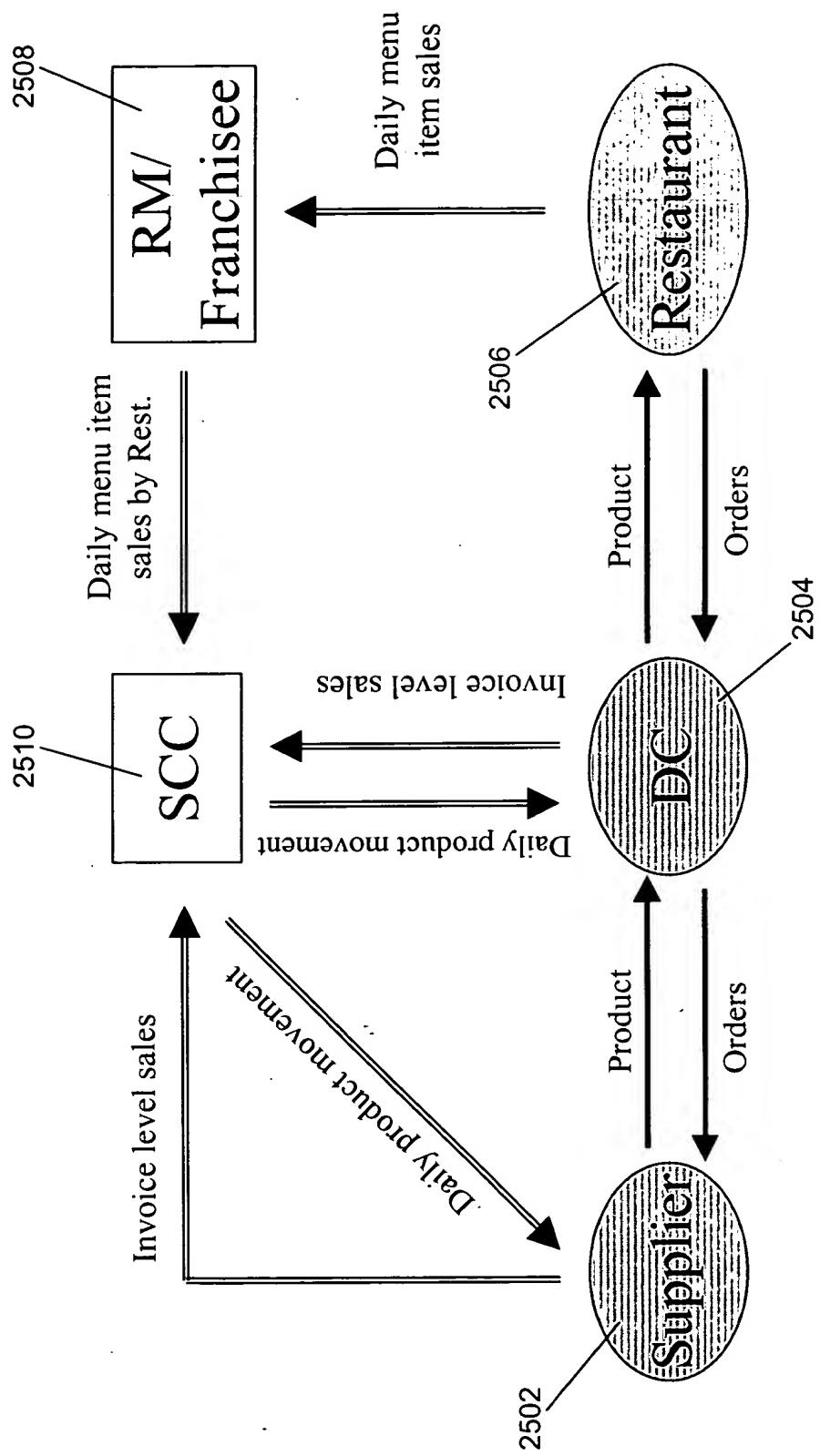


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

**Sales Forecast Worksheet - System**

```

graph TD
    A[Sales History] --> B[Key Products by Menu Item]
    B --> C[Key Products by Inventory Item]
    C --> D[Sales Forecast Total]
    
```

**Legend:**

- 2600
- 2602
- 2604
- History
- Forecast

**Week**

Week	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
Ntr'l Marketing Theme	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
Advertising Score	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
<b>Sales History/Forecast Total (\$/store)</b>																

**Key Products by Menu Item (units/day/store)**

WHOPPERS	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
WHOPPERS W/CHEESE	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2
YWWM WHOPPERS	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
etc.....	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6

**Key Products by Inventory Item (cases/day/store)**

Beef-Whopper 4.0 oz	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Cheese-American Sliced	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.0	2.1	1.5	1.7
Mayo-bulk	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Pickles - Pail	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Wrap Whopper	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Ketchup- Bulk	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Bun-Whopper 5" (dozen)	etc.......	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1

**FIG. 27**

2700

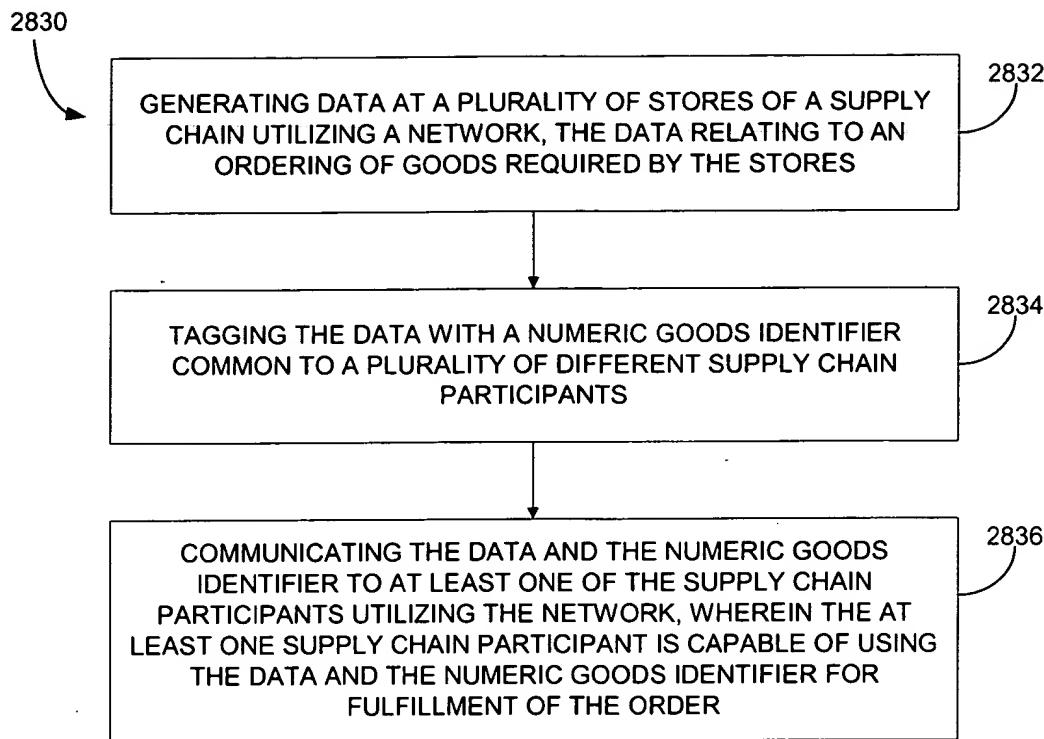


**Promotional Monitor - System & Regional**

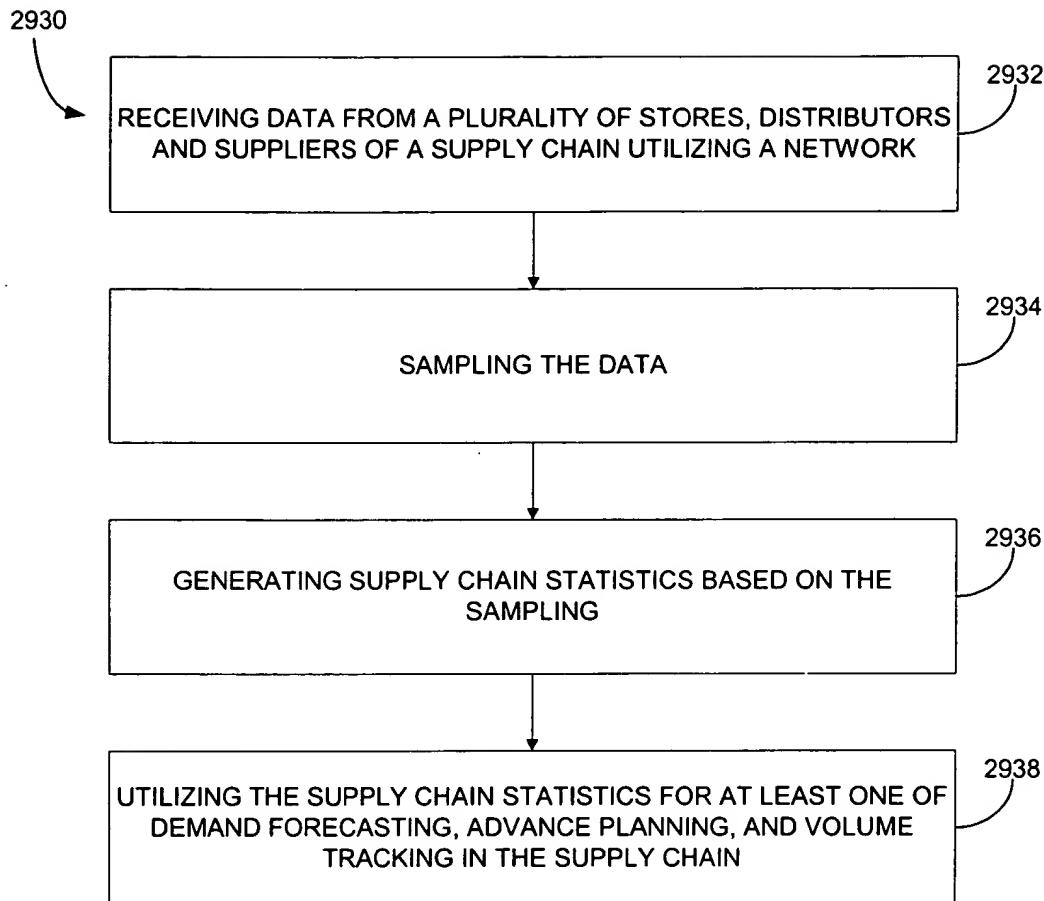
Category	Segment	Historic				Week #1				Total	
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513
Menu Item Sales for Key Products(units/restaurant/week)											\$4,200 \$26,250
<b>Whopper Total</b>											
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180
	Whopper Total	1,060	1,032	1,090	1,244	144	157	170	170	183	275
<b>Variance from Expected (Highlighted Areas are Outside of Expected Range)</b>											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
	Whopper Total	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%

2702

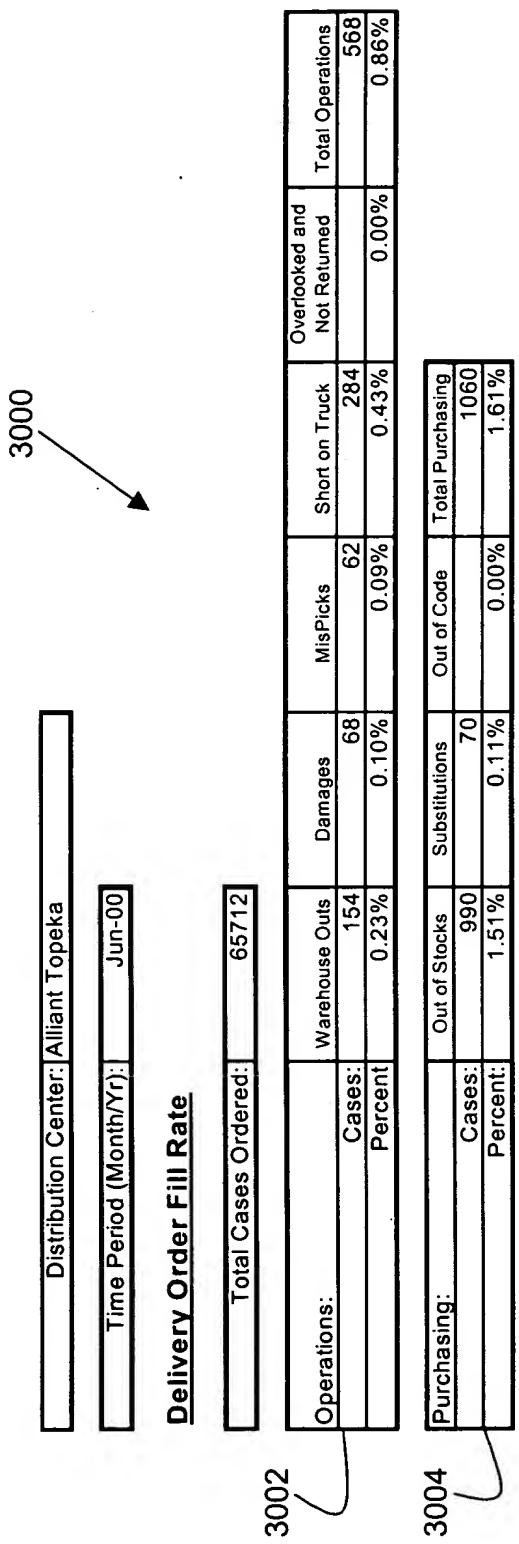




**FIG. 28**



**FIG. 29**



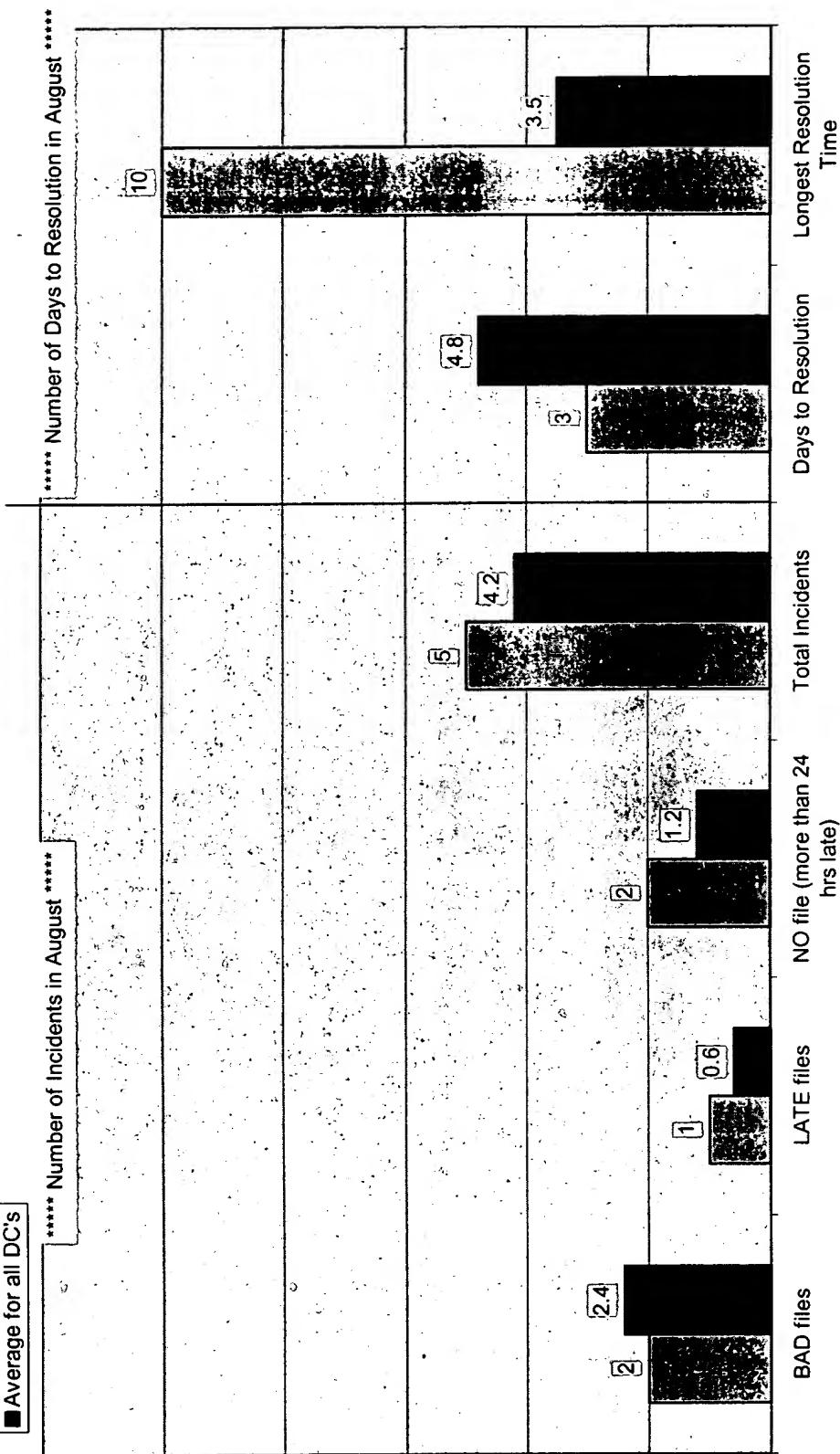
**FIG. 30**

T D E E D D D E D T D E D

3100  
→

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**

Alliant  
 Average for all DC's



**FIG. 31**



## Service Level Reporting August

3200

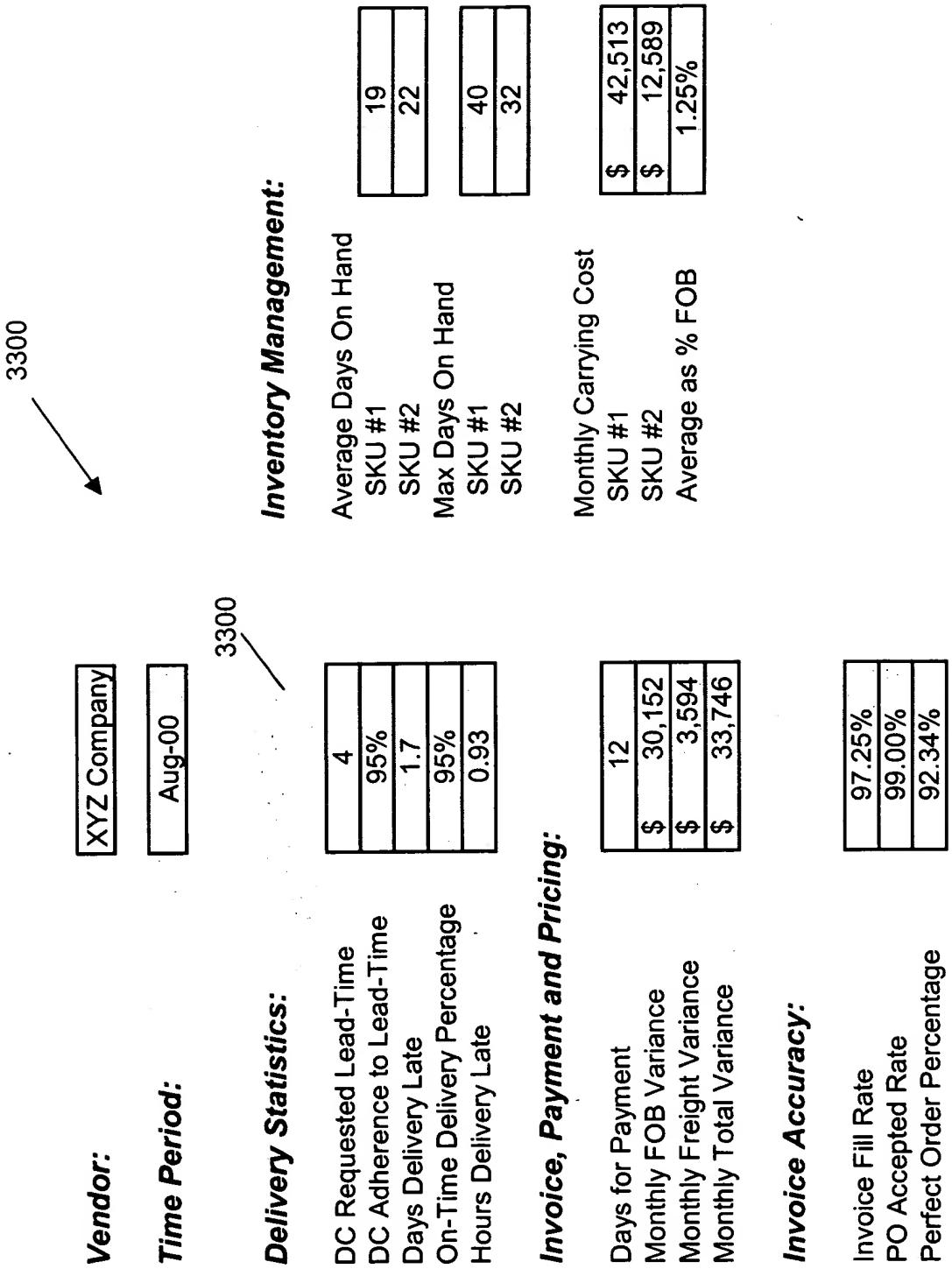
	Fill Rate	On-Time	Perfect Order
AlliantPadcah	99.14%	90.65%	
AlliantTopeka	99.05%	98.74%	
AlliantWixom	99.34%	92.81%	78.70%
KingAtlanta	98.45%	98.59%	80.00%
KingJacksonville	98.45%	98.59%	80.00%
KingLouisville	98.45%	98.59%	80.00%
Maines29Conklin	99.41%		78.25%
Maines30Cleveland	99.41%		
MainesLongIsland	99.41%		
MainesNewEngland	99.41%		
NBMFMillerton	99.13%		#DIV/0!
NBMMilwaukee	98.45%		#DIV/0!
NBMOrlando	98.45%		#DIV/0!
NBMRockyMount	99.13%		#DIV/0!
McCabes	98.89%		#DIV/0!
McLaneLubbock	99.20%		#DIV/0!
Nicholas & Co.	99.20%		#DIV/0!
P&D Supply	99.16%		#DIV/0!
PGCVictoria	99.42%		#DIV/0!
P/A Monarch	99.20%		87.79%
ReinhardtCedarRapids	99.05%		91.5%
ReinhardtOakCreek	98.31%		95.9%
ReinhardtRoberts	98.50%		95.49%
RestaurantsNW	99.03%		98.07%
ShamrockCommerceCity	99.54%		80.47%
ShamrockPhoenix	98.81%		94.38%
SigmaHarrisburg	98.99%		85.13%
SigmaStockton	98.39%		92.83%
Syco	98.98%		100.00%
			2.47%

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK	
Didn't meet RSI Min.	
Didn't meet BK Min.	

**FIG. 32**

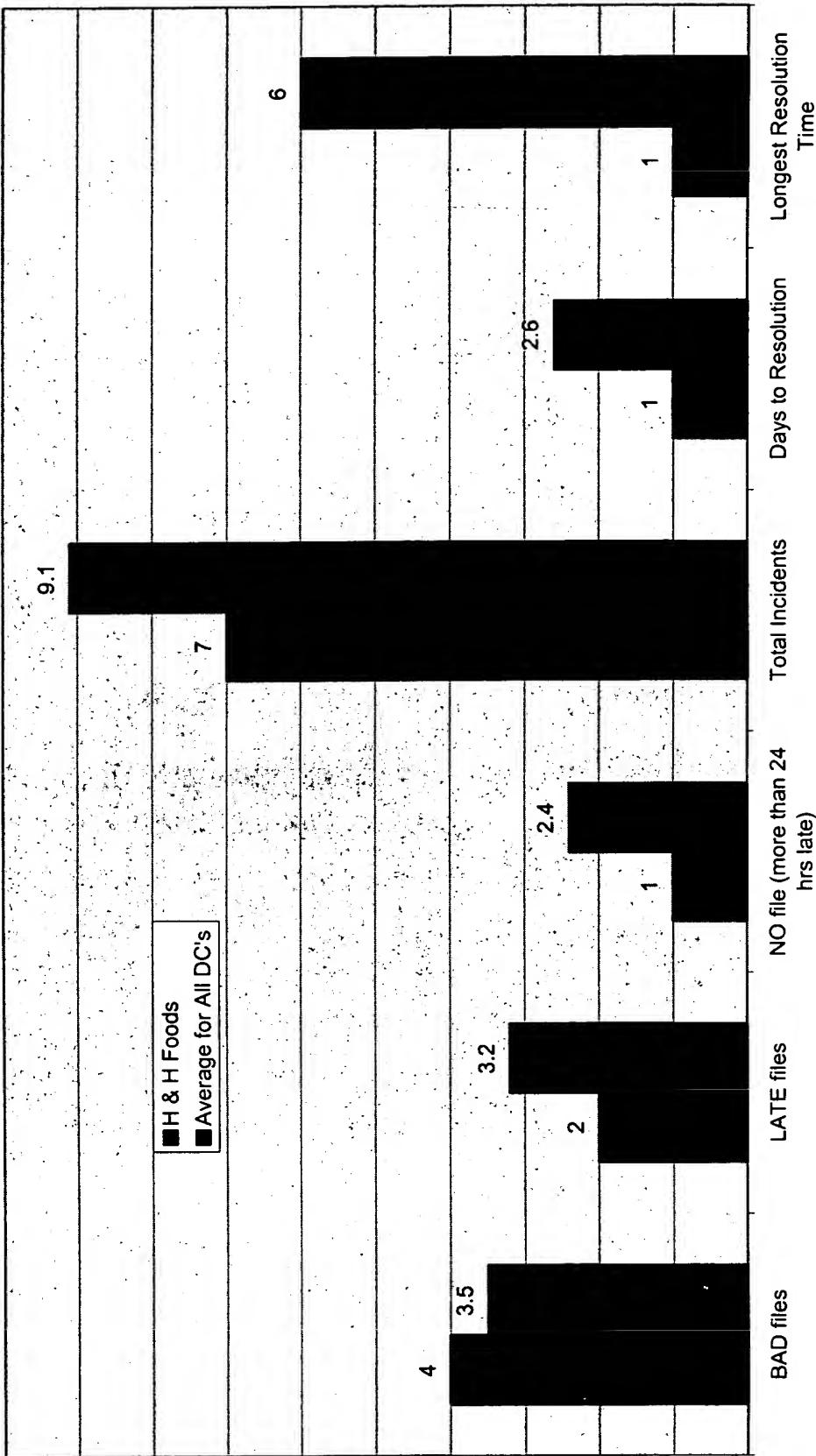
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400



T O E E G E D W I T H S A F T Y C A T O

**FIG. 35**



## Service Level Reporting

### November - Mock Report

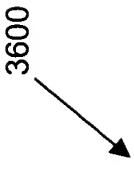
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$0.00	100%	2.83%
COARKIN INSTRUMENTS INC.	\$0.00	97.5%	2.41%
WHITEFORD FOODS INC.	\$0.00	92.5%	2.16%
LEPAGEBAKERY/COUNTRY KITCHEN	\$0.00	92.5%	2.16%
NCRSYSTEMMEDIA	\$0.00	96.5%	1.83%
SIGNATURE MEATS GROUP	\$0.00	95.5%	1.50%
SCHWEBEL'S BAKING CO	\$0.00	95.5%	1.50%
MAUI CUP	\$0.00	100%	1.25%
MIRAPLASTICS	\$0.00	100%	1.25%
DIXIE PRODUCE & PACKAGING	\$0.00	100%	1.25%
NORTHLAKE INC.	\$0.00	98.5%	1.48%
FORTNAMES OPERATING COMPANY	\$0.00	98.5%	1.48%
FRESH ADVANTAGE, KC	\$0.00	98.5%	1.48%
SILVER KING BAKING CORP	\$0.00	98.5%	1.48%
TYSON FOODS	\$0.00	100%	1.25%
READY ACCESS	\$0.00	100%	1.25%
GEORGIA PACIFIC TISSUE	\$0.00	98.5%	1.48%
GLOUGHERN PACKING	\$0.00	98.5%	1.48%
BEVERAGE FAIR	\$0.00	98.5%	1.48%
COMPONENT HARDWARE GROUP INC	\$0.00	98.5%	1.48%
COCA-COLA USA	\$0.00	93.5%	2.51%
TOASTMASTER	\$0.00	93.5%	2.51%
GRANIT COUNTY FOODS	\$0.00	93.5%	2.51%
FRESH EXPRESS	\$0.00	100%	1.25%
TAYLOR FARMS	\$0.00	93.5%	2.51%
MODULAR DISPENSING SYSTEM	\$0.00	93.5%	2.51%
CENTURY PRODUCTS LLC	\$0.00	93.5%	2.51%
ROSE PACKING COMPANY	\$0.00	93.5%	2.51%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

## Mock Report/1

3600



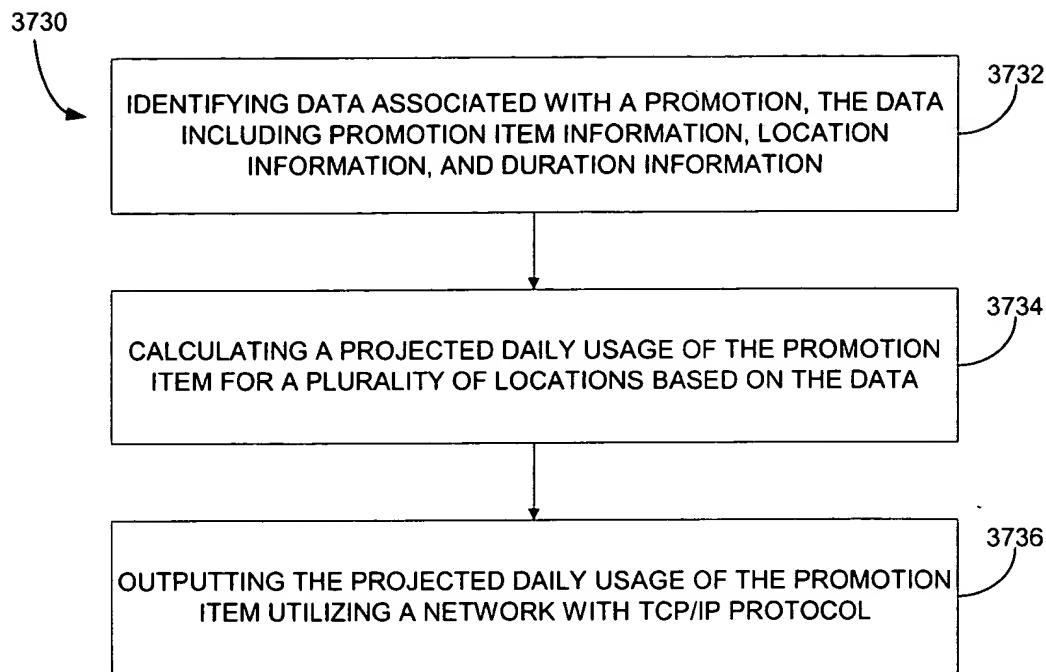
	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

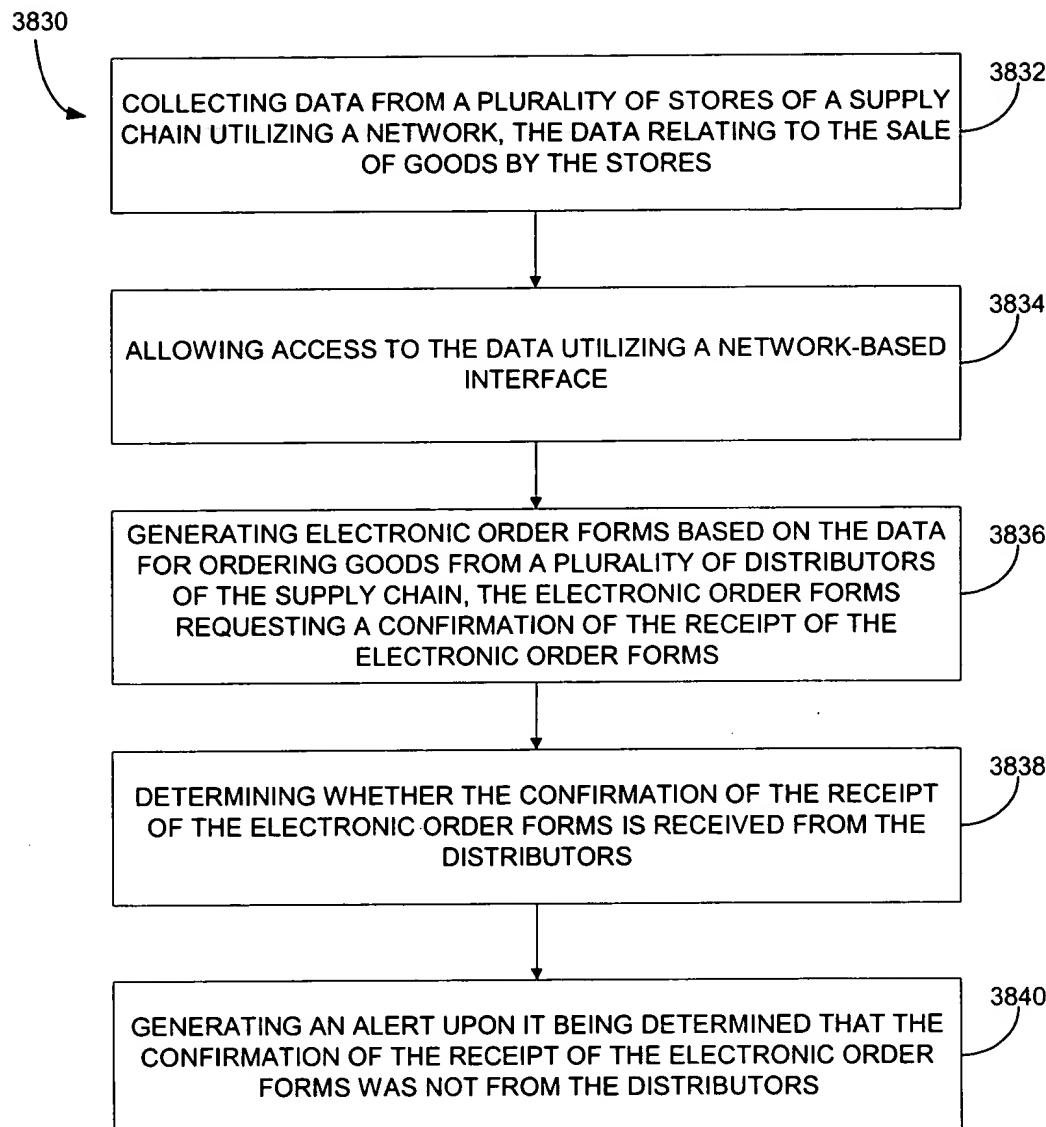
/2 Based on FY 99 Sales Volumes

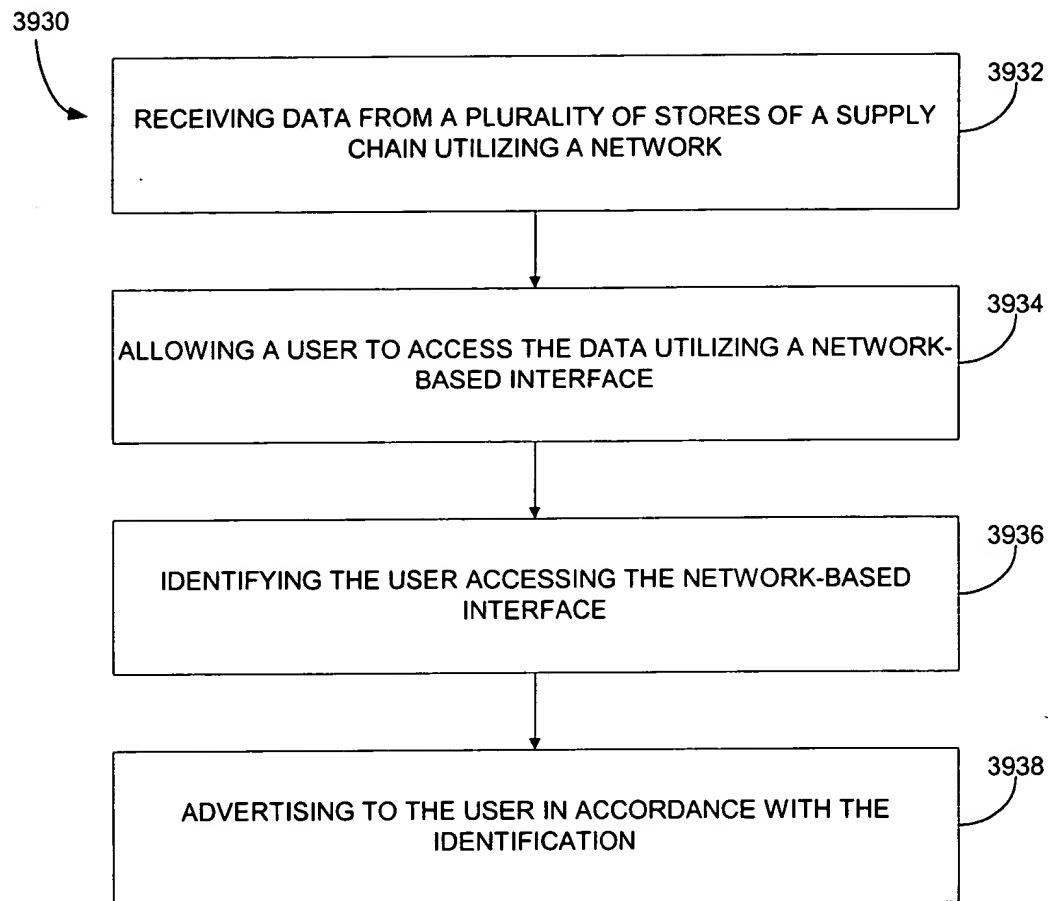
## FIG. 36

10200000000000000000

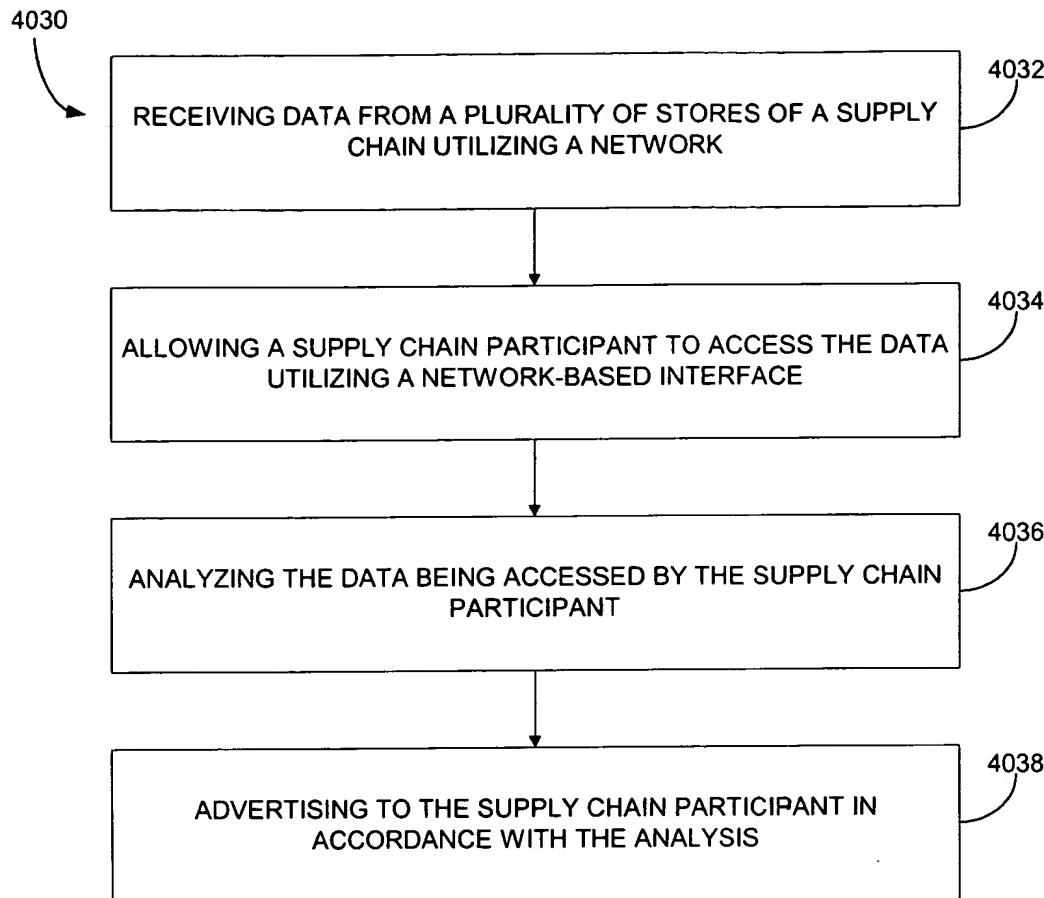


**FIG. 37**

**FIG. 38**

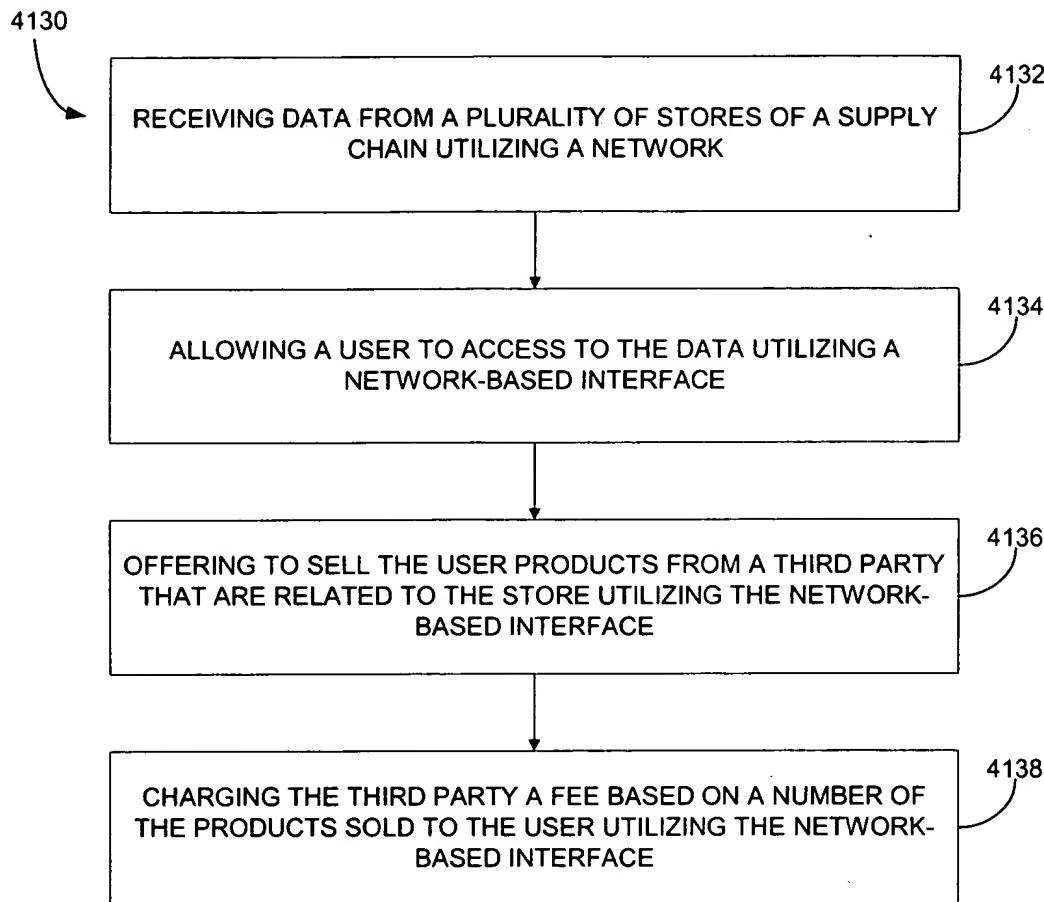


**FIG. 39**

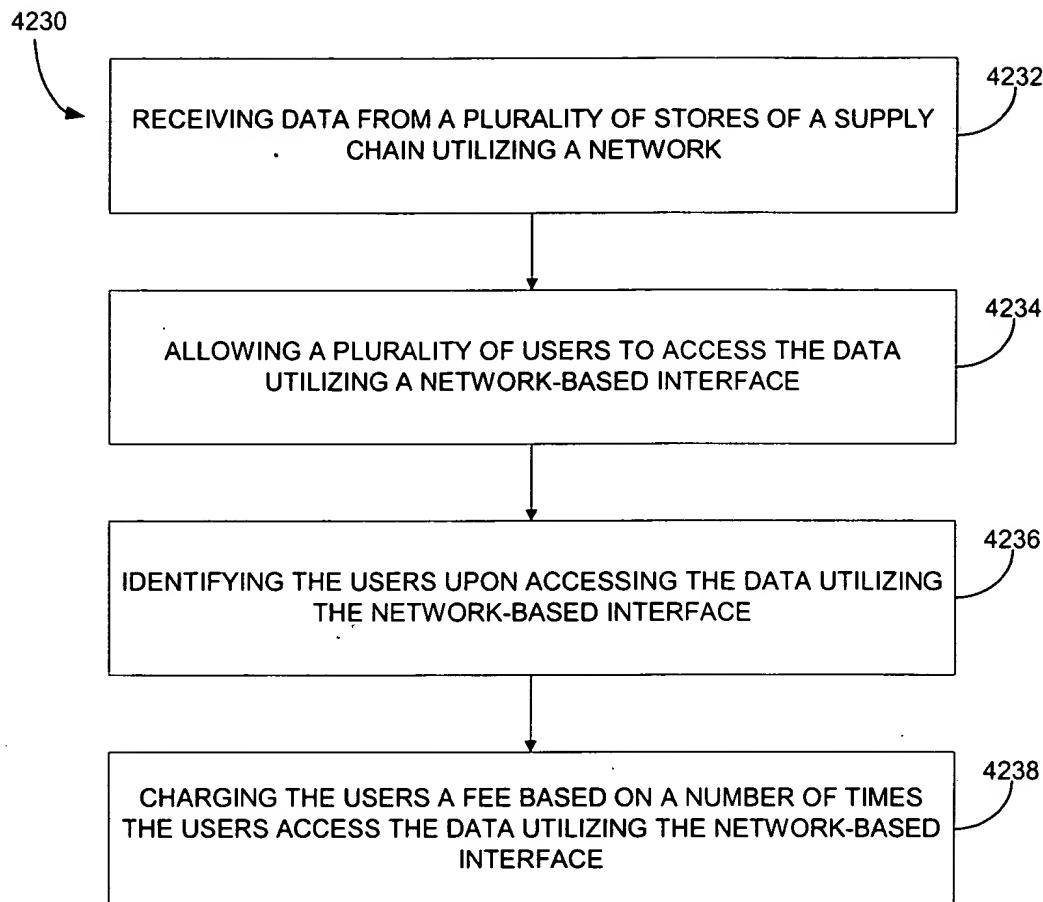


**FIG. 40**

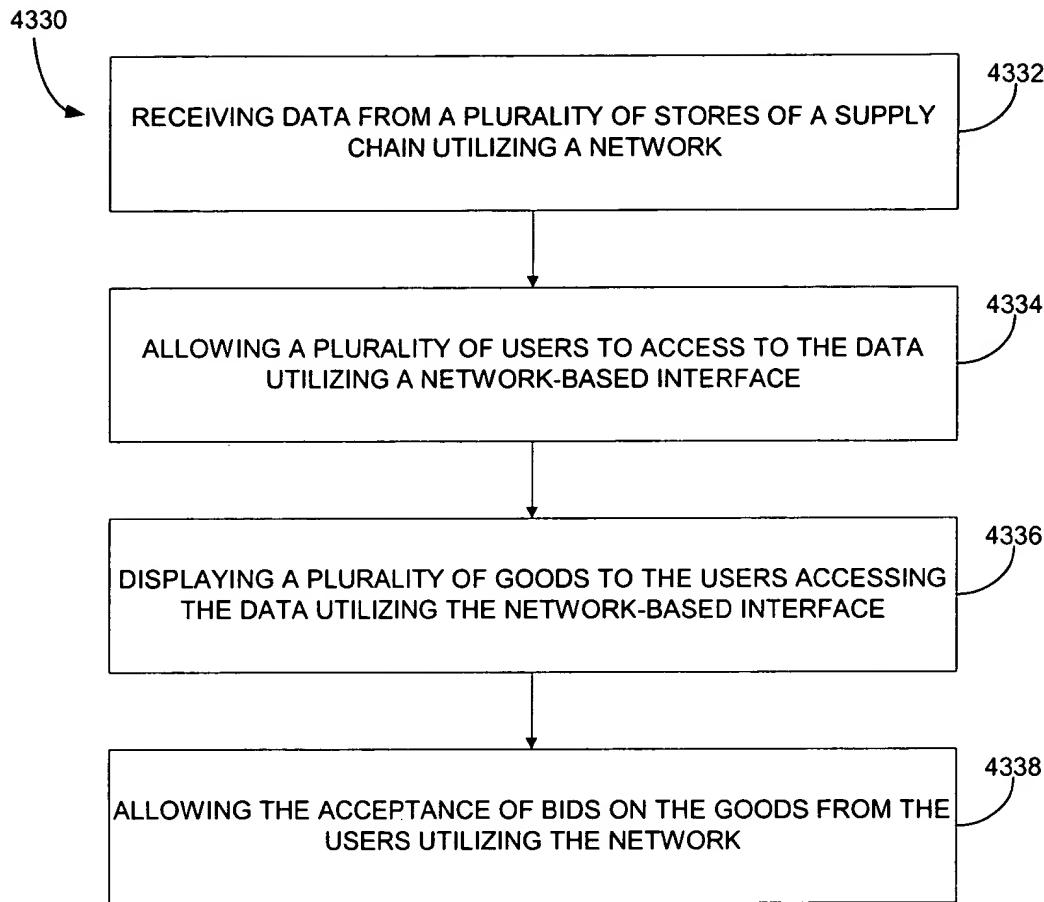
00015866-0001-4000-B000-000000000000



**FIG. 41**



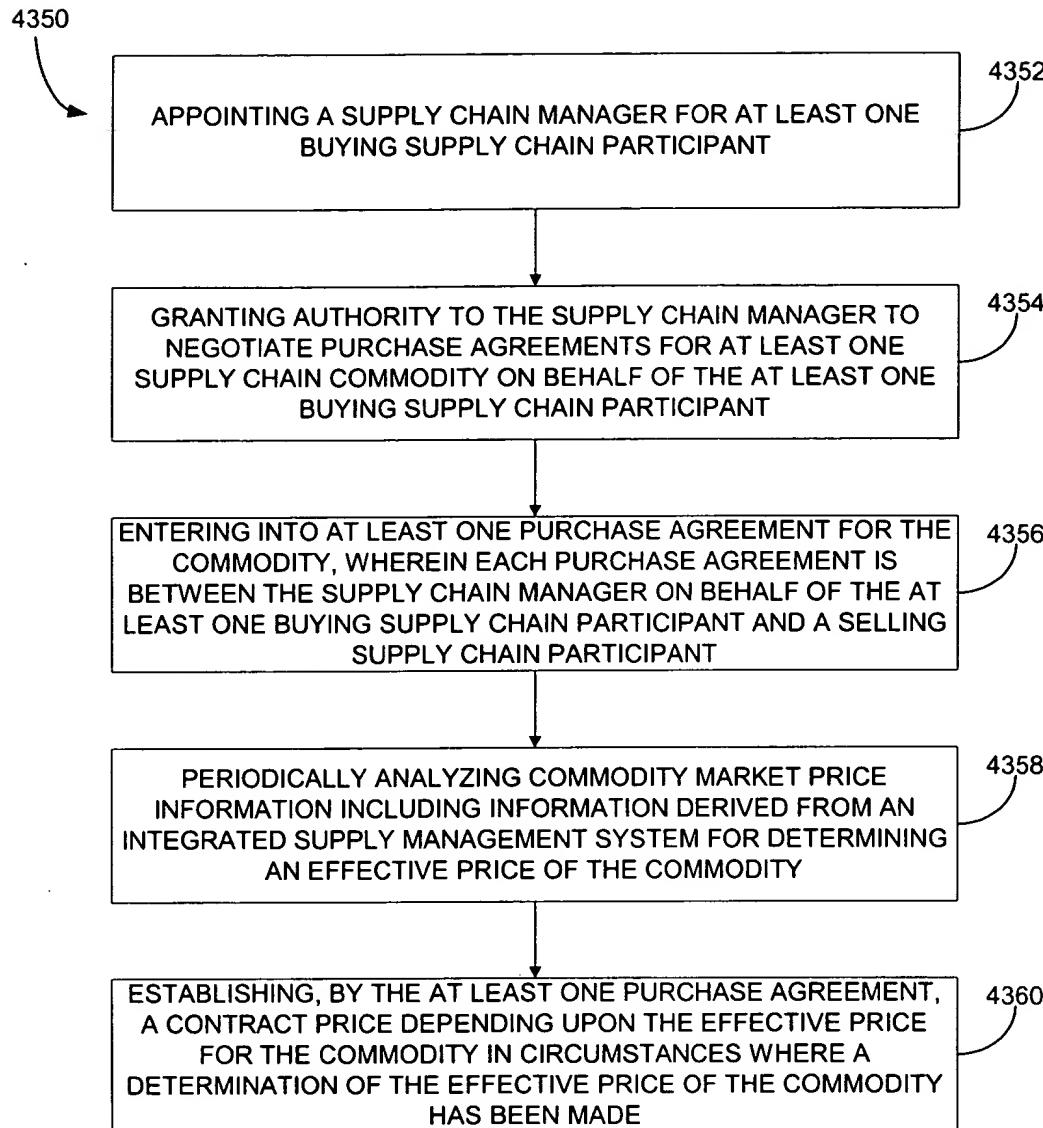
**FIG. 42**



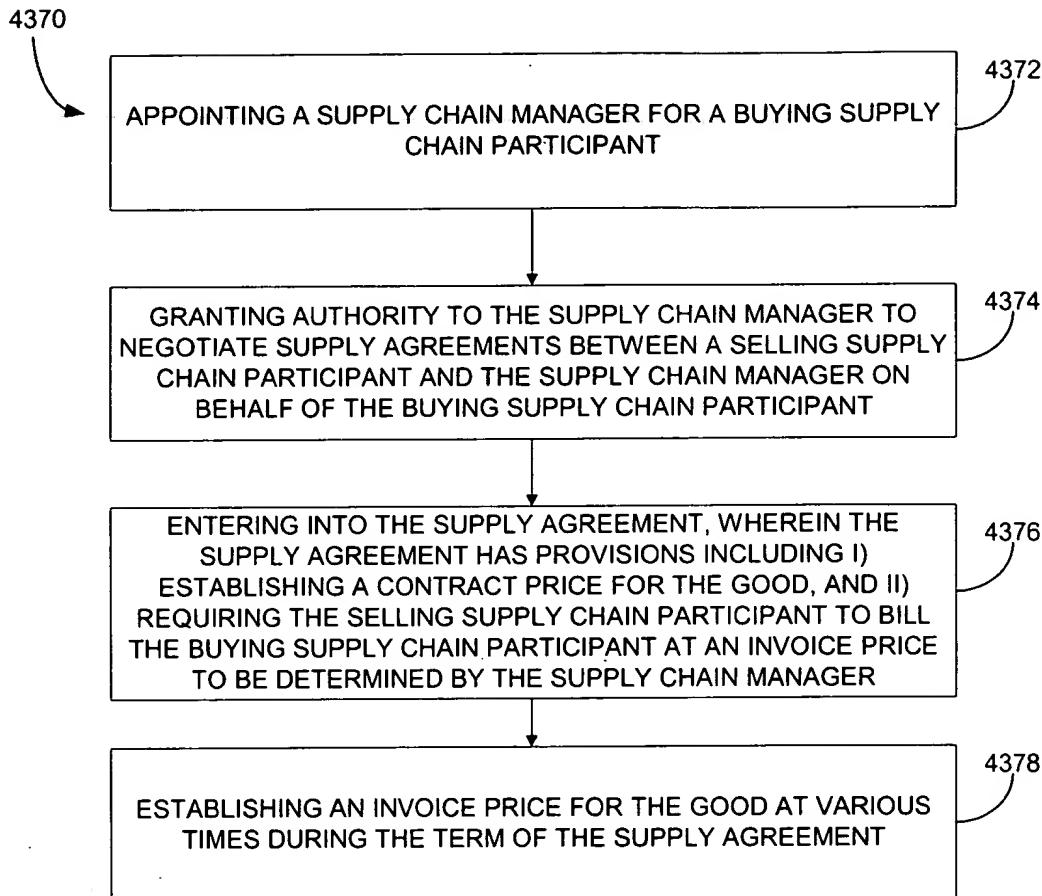
**FIG. 43A**

CODE: 003251960

TOP SECRET//COMINT

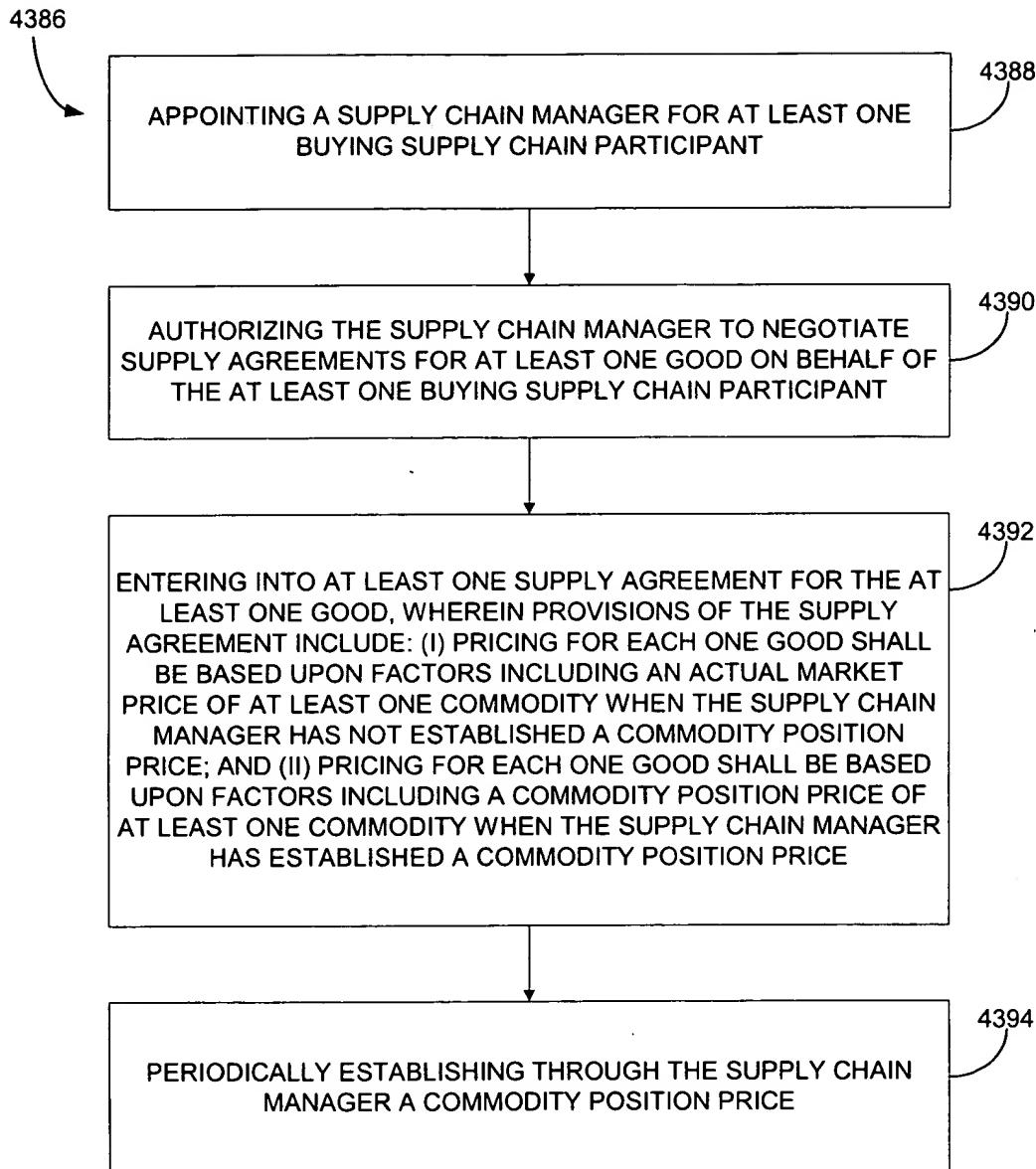


**FIG. 43B**



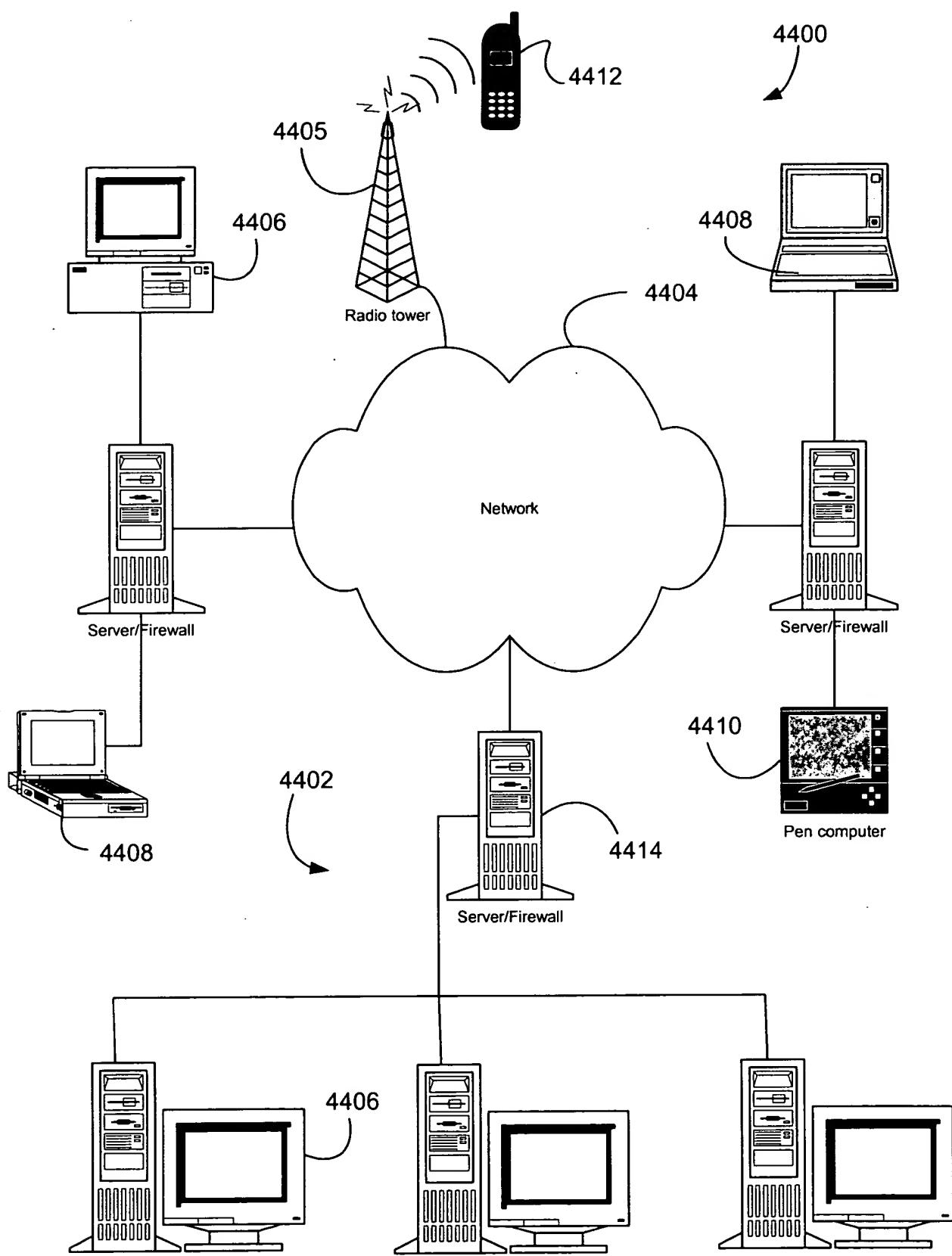
**FIG. 43C**

T022301 DE95 T065



**FIG. 43D**

102300 000057 9350



**FIG. 44**

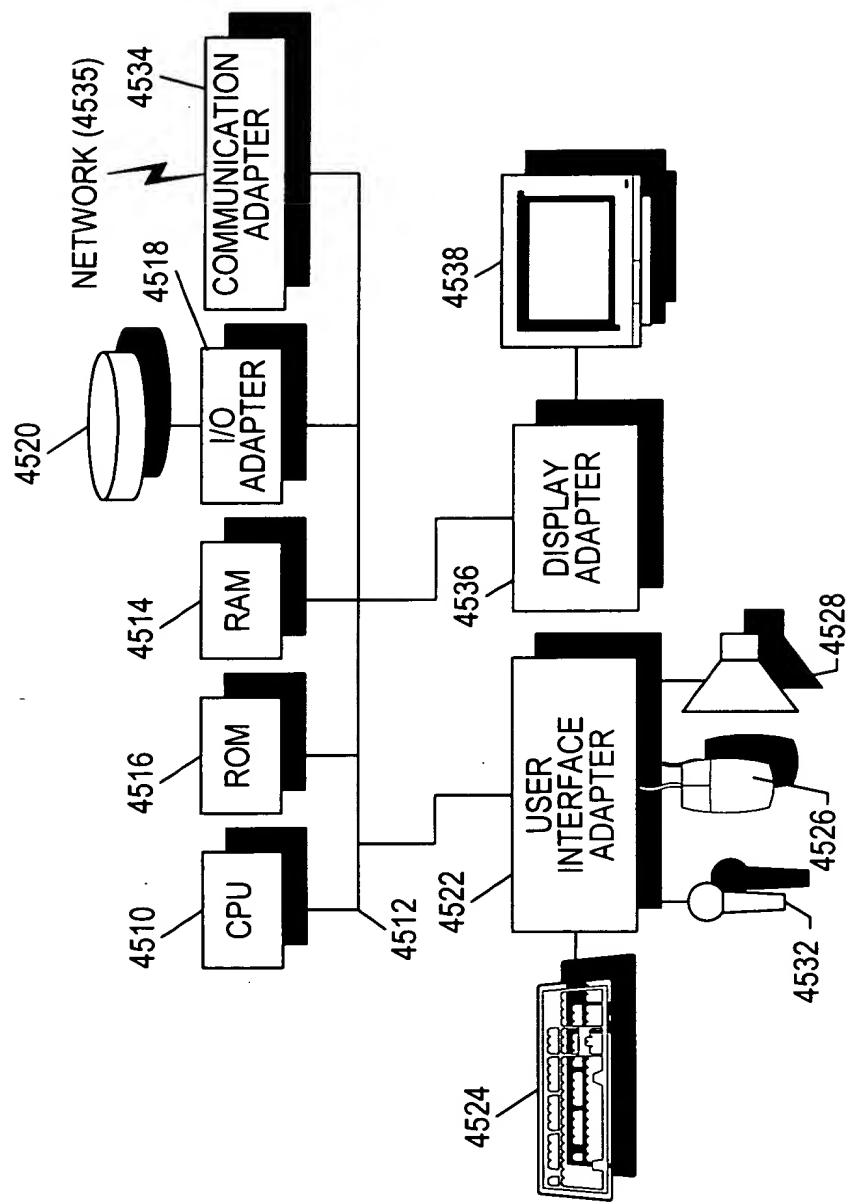
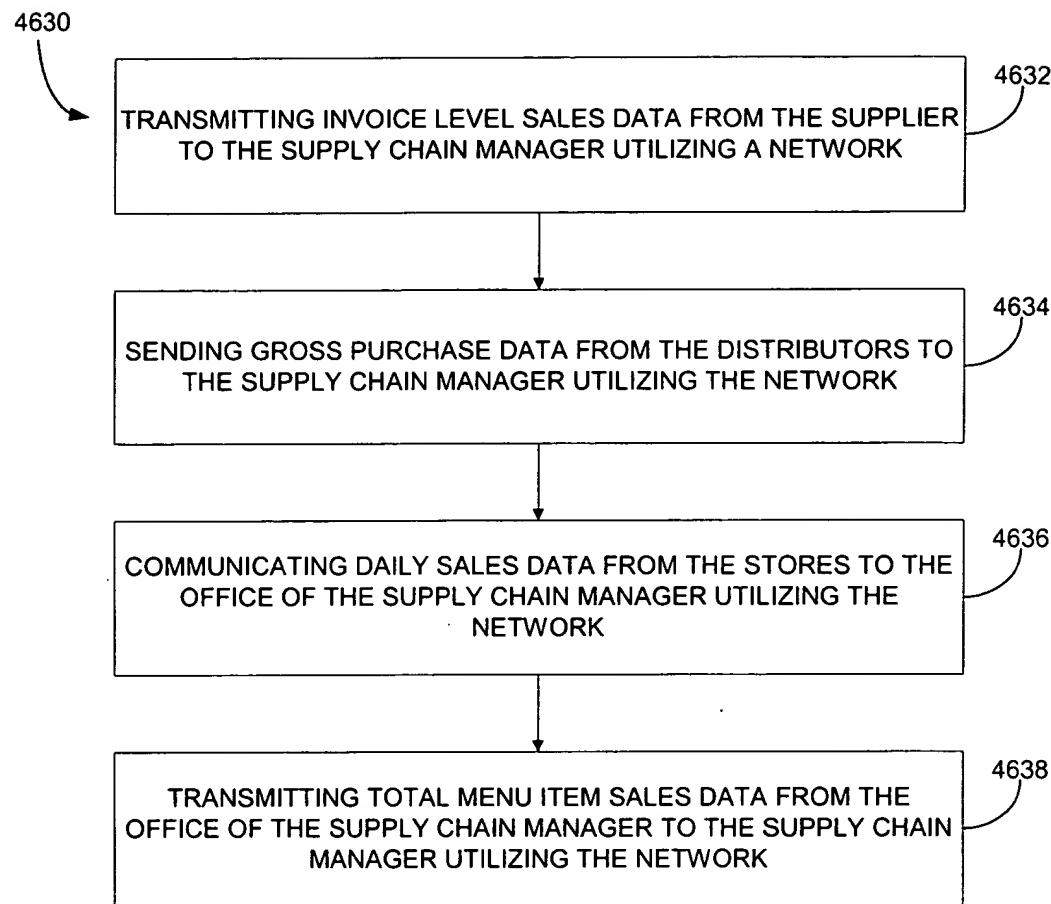
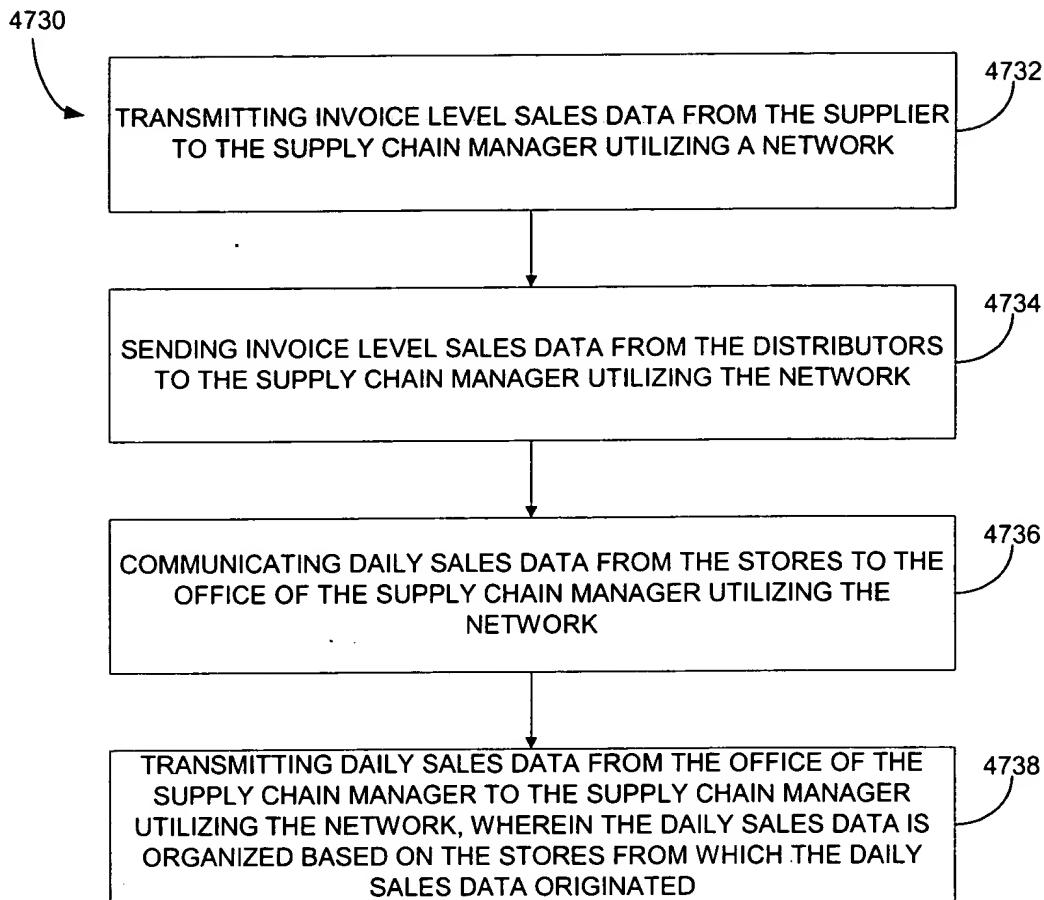


FIG. 45

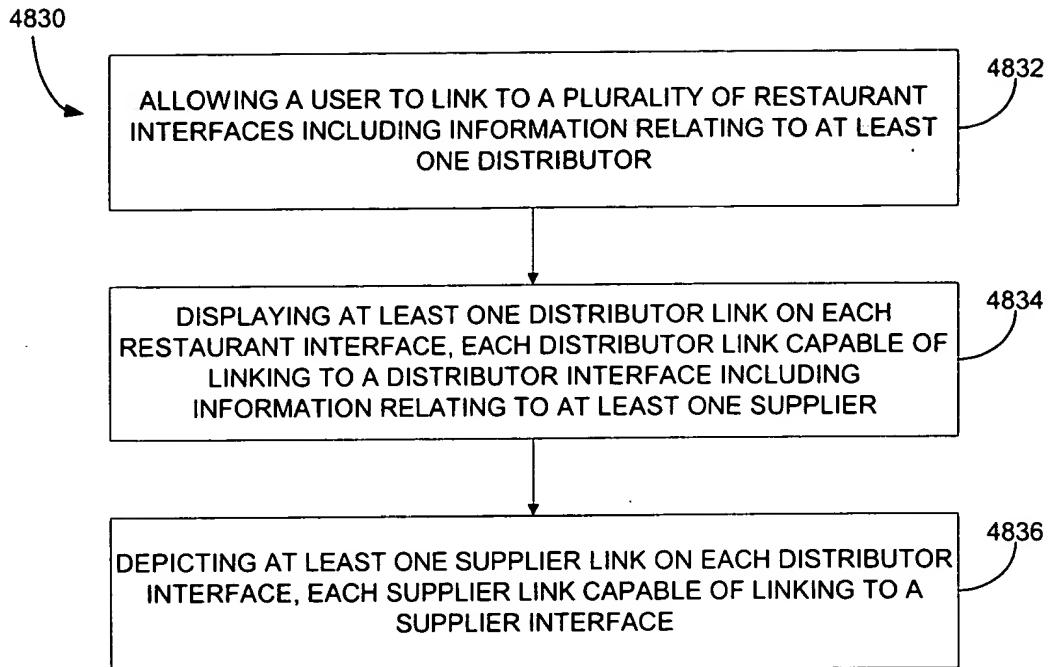


**FIG. 46**

00000000000000000000000000000000



**FIG. 47**



**FIG. 48**

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address  http://www.rsiweb.com/home/index.asp

RSI

**Restaurant Services, Inc.**

BURGER KING® System Independent Purchasing & Distribution Service Co-op

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Password

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4900

About RSI

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

Map/Directions

General Information

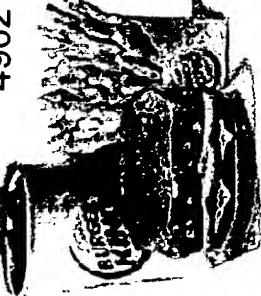
Legal Information

More About RSI

Help

BKC link

NFA link







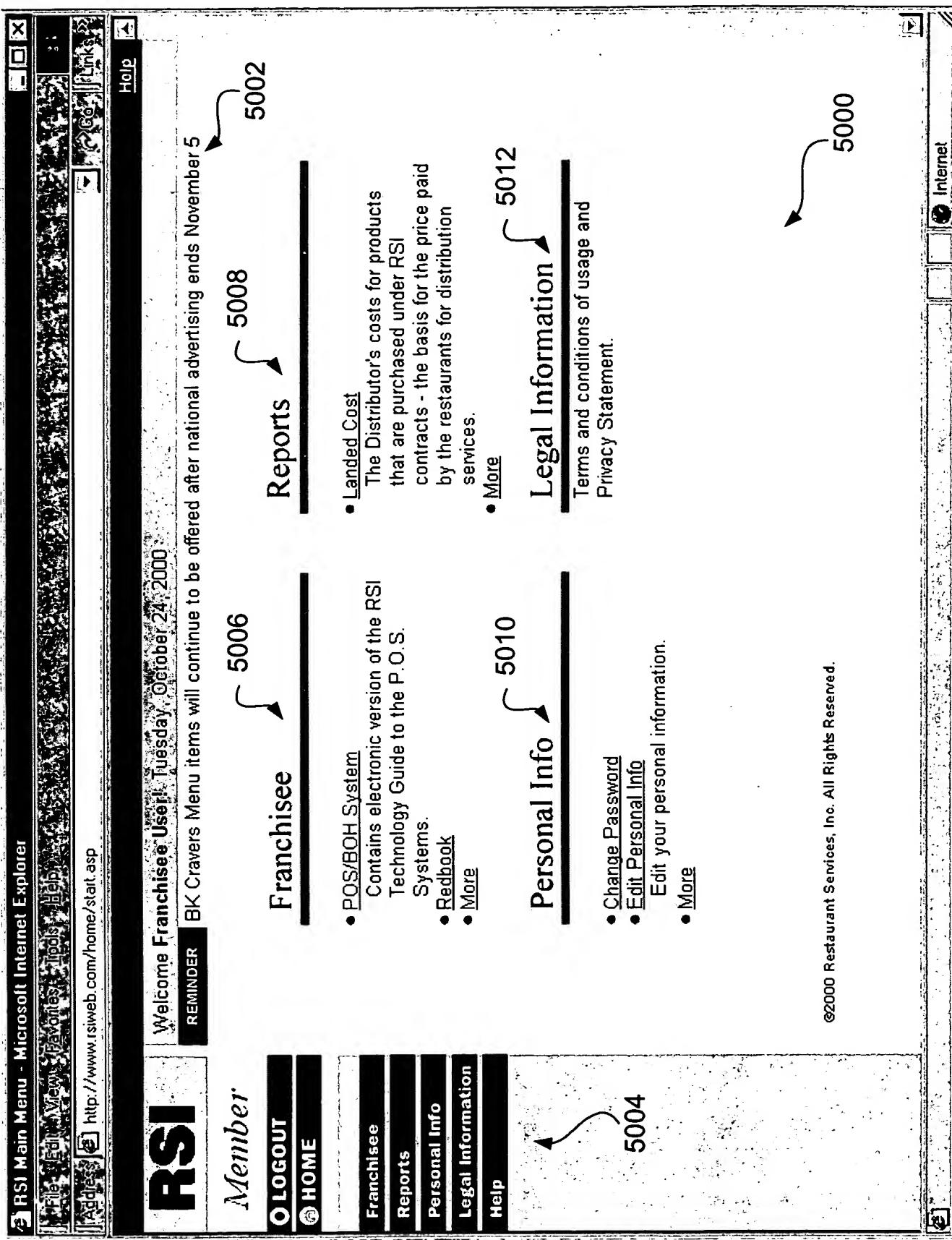
RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

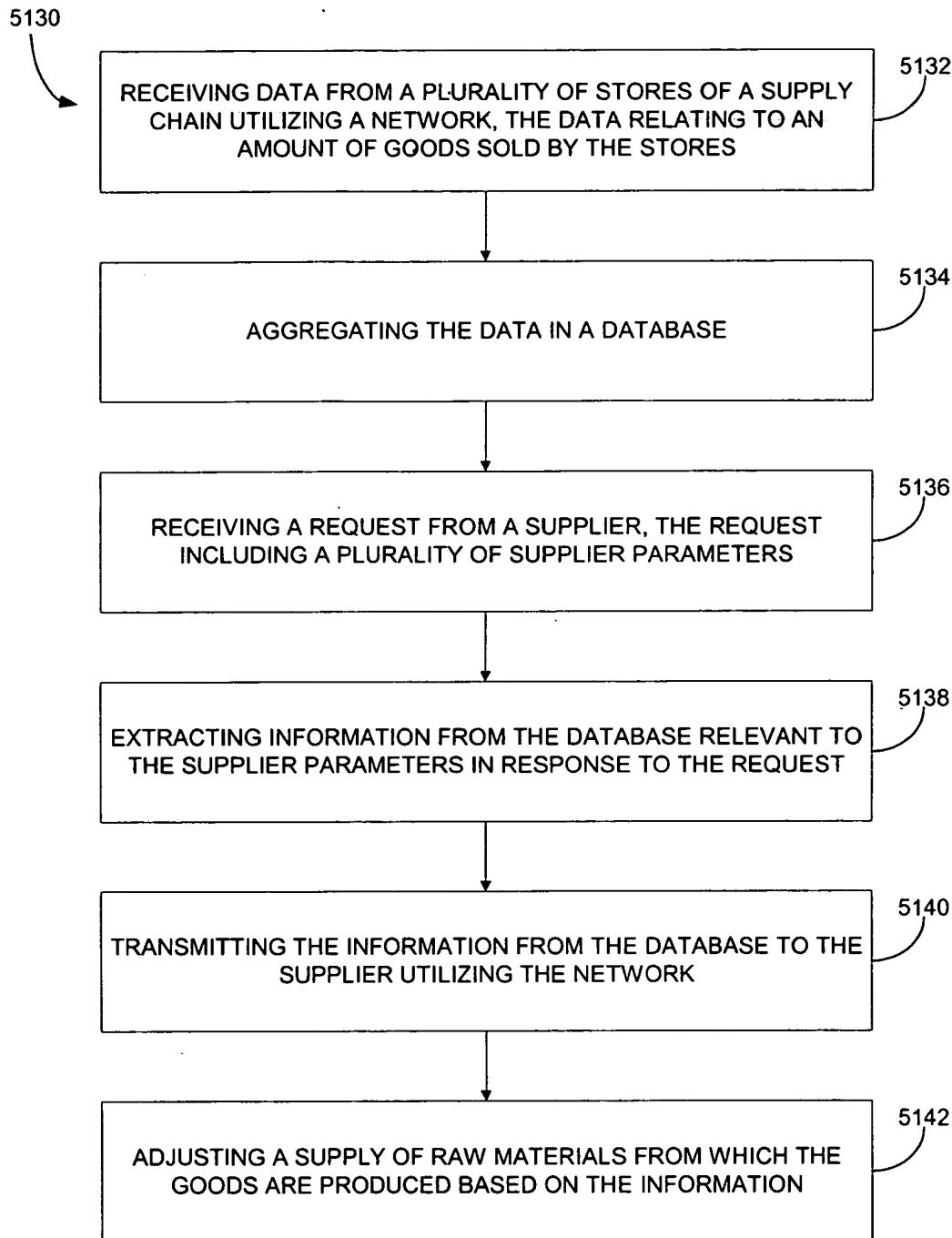
RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Internet

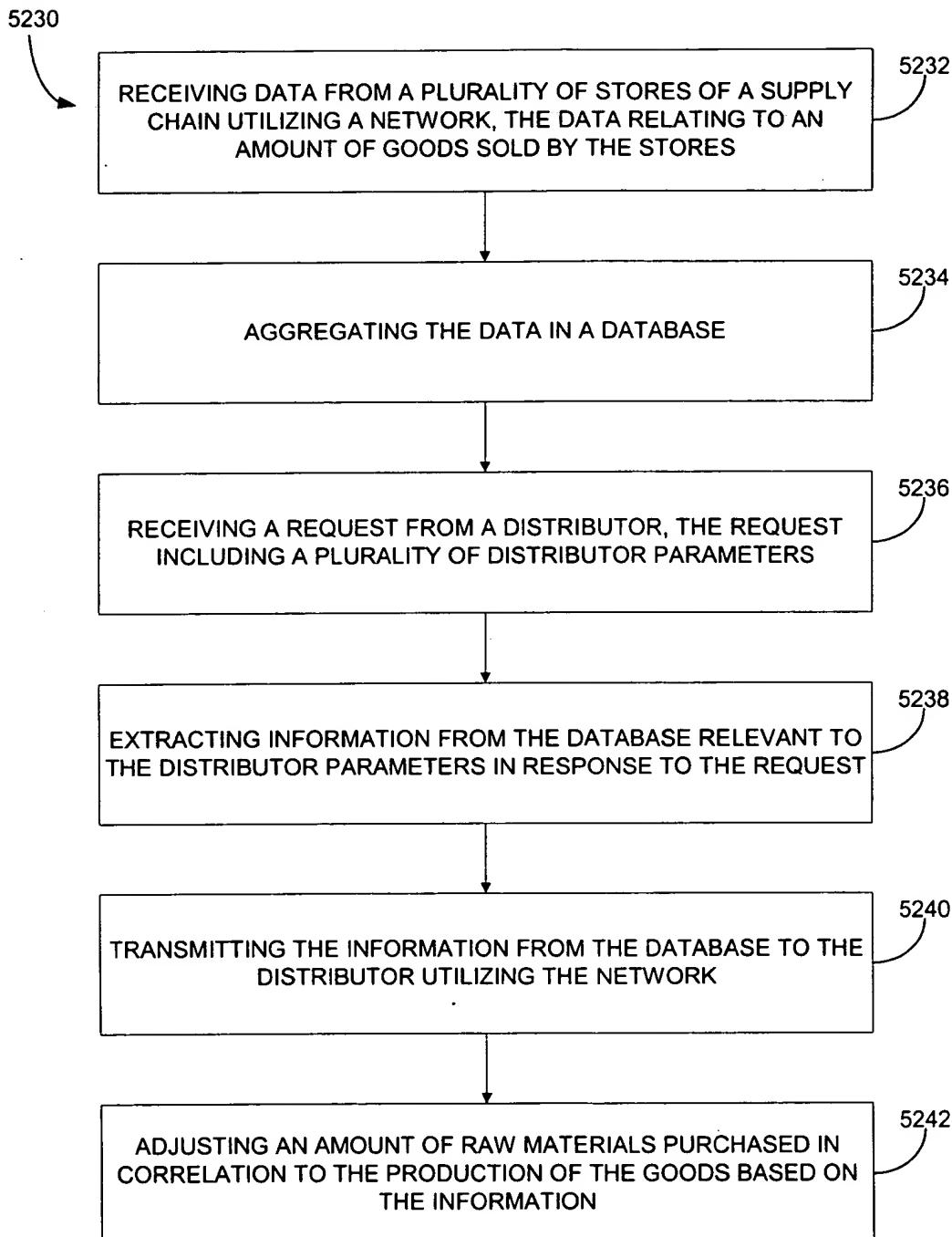
**FIG. 49**

**FIG. 50**



**FIG. 51**

TOP SECRET//REF ID: A234567890



**FIG. 52**

5300

14 Day Rolling (Total Cases)												Week Ending Total							
DC Item No	Item Description	% Chg 14 Day	Chg Aug	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
	Number of Restaurants Serviced by DC			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	187
18986	SAUCE: BBQ BULK BULLSEYE	0.00%		13	21	23	18	18	16	16	14	21	21	16	13	13	100	80	72
20788	MUSTARD: BULK BK	0.00%		12	19	20	16	14	14	13	14	19	19	18	15	14	110	104	100
24340	MAYONNAISE: BULK BK	0.00%		134	197	211	173	166	164	154	160	200	208	176	165	161	1184	1148	1142
24886	STRAW: WRAPPED 7.75" BK	0.00%		21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186
26318	FORK: WRAPPED BULK BK	0.00%		101	111	121	101	98	98	98	111	121	111	101	98	98	70	71	68
25452	KNIFE: WRAPPED BULK BK	0.00%		3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	9
27682	KETCHUP: BULK BAG IN BOX	0.00%		88	134	142	116	104	102	101	100	138	139	116	108	102	780	771	770
27680	KETCHUP: PACKETS 10g BK	0.00%		127	184	205	180	143	142	139	144	197	197	180	142	140	1112	1070	1078

Done  Internet

**FIG. 53**

**RSI**

[Printer Friendly Version](#)

**Distributor**

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[Reports](#)

[Personal Info](#)

[Legal Information](#)

[Help](#)

[http://test.silink.com/dc/d\\_lptpromodetail.asp?dc=26576](http://test.silink.com/dc/d_lptpromodetail.asp?dc=26576)

**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

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Local Promotion Option	Start Date	Projected Dry Usage	Duration Weeks	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	98	8	
	6/1/00	85	32	17	
Des Moines-Ames, IA	7/1/00	85	17	28	
Omaha, NE	7/10/00	85	17	50	
Peoria, IL	8/1/00	85	98	17	
Sioux City, IA	8/28/00	85	98	10	
Springfield-Decatur-Chmpg, IL	8/1/00	85	98	1	
<b>32 oz. Motor Cup Total</b>				131	
Cedar Rapids-Waterloo-Dubq, IA	4/15/00	98	19		
Davenport-RM-Moline, IA	4/15/00	98	17		
Ottumwa-Kirkville, IA	4/16/00	98	3		
<b>Big King Total</b>				39	
Chicago, IL	5/15/00	20	99	8	
Peoria, IL	5/1/00	20	98	17	
Sioux City, IA	4/15/00	20	99	10	
<b>Pancake Minis Total</b>				36	

[Done](#)

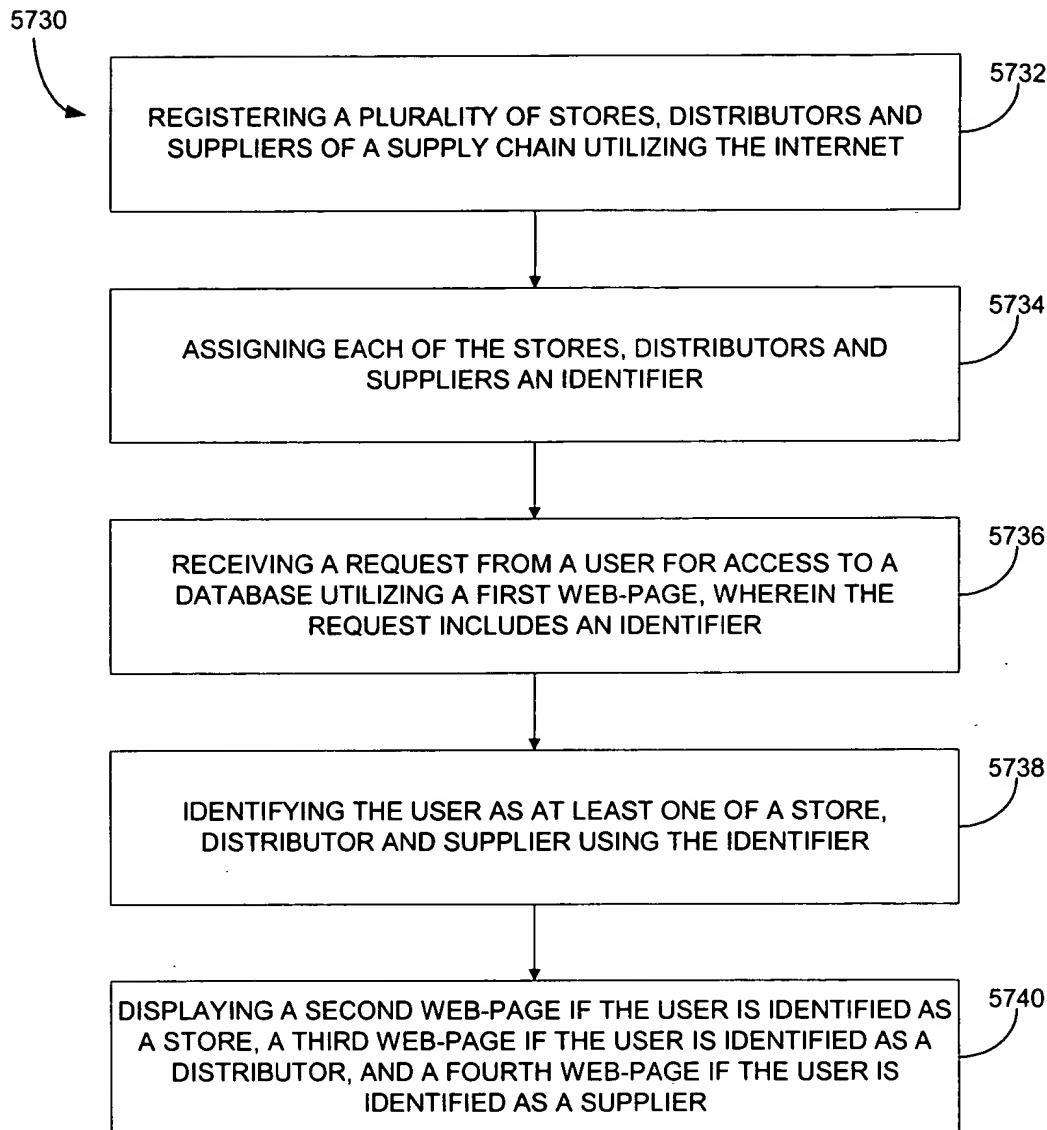
[Internet](#)

卷之三

FIG-55

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer																																																							
<input type="button" value="Logout"/>	<input type="button" value="HOME"/>																																																						
<b>Member</b>	<input type="button" value="Printer Friendly Version"/>																																																						
<b>Franchisee</b>	<input type="button" value="Reports"/>																																																						
<b>Personal Info</b>	Report Date: Sunday, October 22, 2000																																																						
<b>Legal Information</b>	Restaurant Number: 0003473																																																						
<b>Help</b>	Distribution Center: REINHART - CEDAR RAPIDS, IA																																																						
<input type="button" value="Address: http://www.rsiweb.com/fran/r_iplc.asp?report=true"/>	<input type="button" value="Retrieve"/>																																																						
<b>RSI</b>	Landed Cost Report																																																						
<b>5600</b>																																																							
<p align="center"><b>Restaurant Landed Cost Verification Report</b></p> <hr/> <table border="1"> <thead> <tr> <th>DC Item No</th> <th>RSI Item No</th> <th>RSI Item Description</th> <th>DC Cost</th> <th>Markup</th> <th>Rest. Cost</th> </tr> </thead> <tbody> <tr> <td>10340</td> <td>4439</td> <td>REGISTER TAPE-THERMAL 2.25" X 18'</td> <td>\$21.27</td> <td>\$1.67</td> <td>\$22.84</td> </tr> <tr> <td>12880</td> <td>3586</td> <td>SUGAR SUBSTITUTE-PINK PKT 2000 CT</td> <td>\$5.87</td> <td>\$1.57</td> <td>\$7.44</td> </tr> <tr> <td>18088</td> <td>389</td> <td>SAUCE-BULK KRAFT BULLSEYE</td> <td>\$24.48</td> <td>\$1.57</td> <td>\$26.05</td> </tr> <tr> <td>19432</td> <td>4473</td> <td>COFFEE-FOLGERS REGULAR</td> <td>\$44.50</td> <td>\$1.57</td> <td>\$48.07</td> </tr> <tr> <td>20788</td> <td>87</td> <td>MUSTARD-BULK 36AL</td> <td>\$8.46</td> <td>\$1.57</td> <td>\$10.02</td> </tr> <tr> <td>20940</td> <td>4281</td> <td>WRAP-LOCAL OPTION</td> <td>\$29.78</td> <td>\$1.57</td> <td>\$31.35</td> </tr> <tr> <td>24940</td> <td>68</td> <td>SAUCE-BULK MAYONNAISE</td> <td>\$7.81</td> <td>\$1.57</td> <td>\$9.38</td> </tr> <tr> <td>24500</td> <td>4270</td> <td>WATER-ICE MOUNTAIN-5L</td> <td>\$6.41</td> <td>\$1.57</td> <td>\$7.98</td> </tr> </tbody> </table> <p align="right"><input type="button" value="Done"/> <input type="button" value="Internet"/></p>		DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost	10340	4439	REGISTER TAPE-THERMAL 2.25" X 18'	\$21.27	\$1.67	\$22.84	12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44	18088	389	SAUCE-BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05	19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$48.07	20788	87	MUSTARD-BULK 36AL	\$8.46	\$1.57	\$10.02	20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35	24940	68	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38	24500	4270	WATER-ICE MOUNTAIN-5L	\$6.41	\$1.57	\$7.98
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24940	68	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38																																																		
24500	4270	WATER-ICE MOUNTAIN-5L	\$6.41	\$1.57	\$7.98																																																		

**FIG. 56**



**FIG. 57**

5804

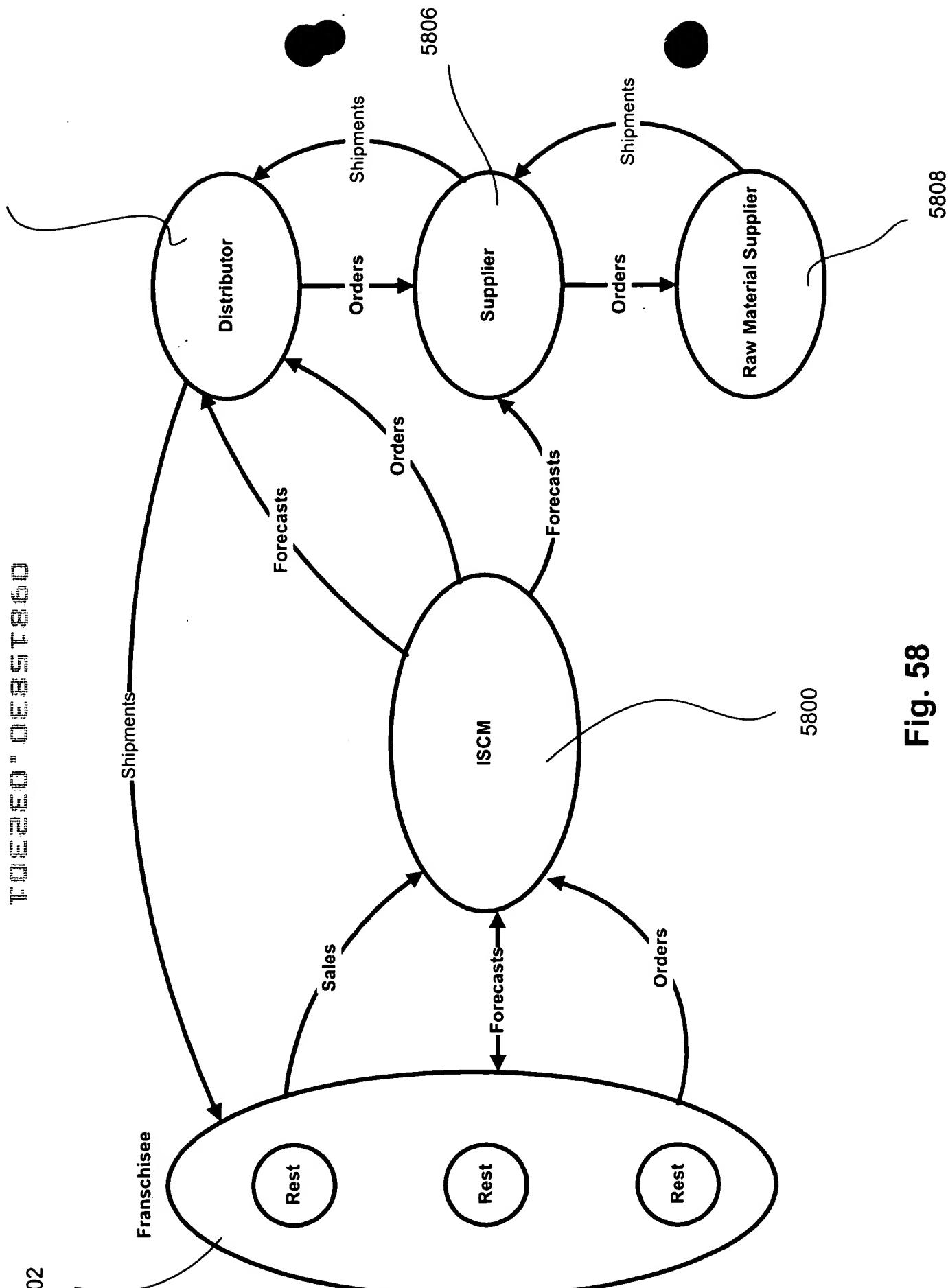
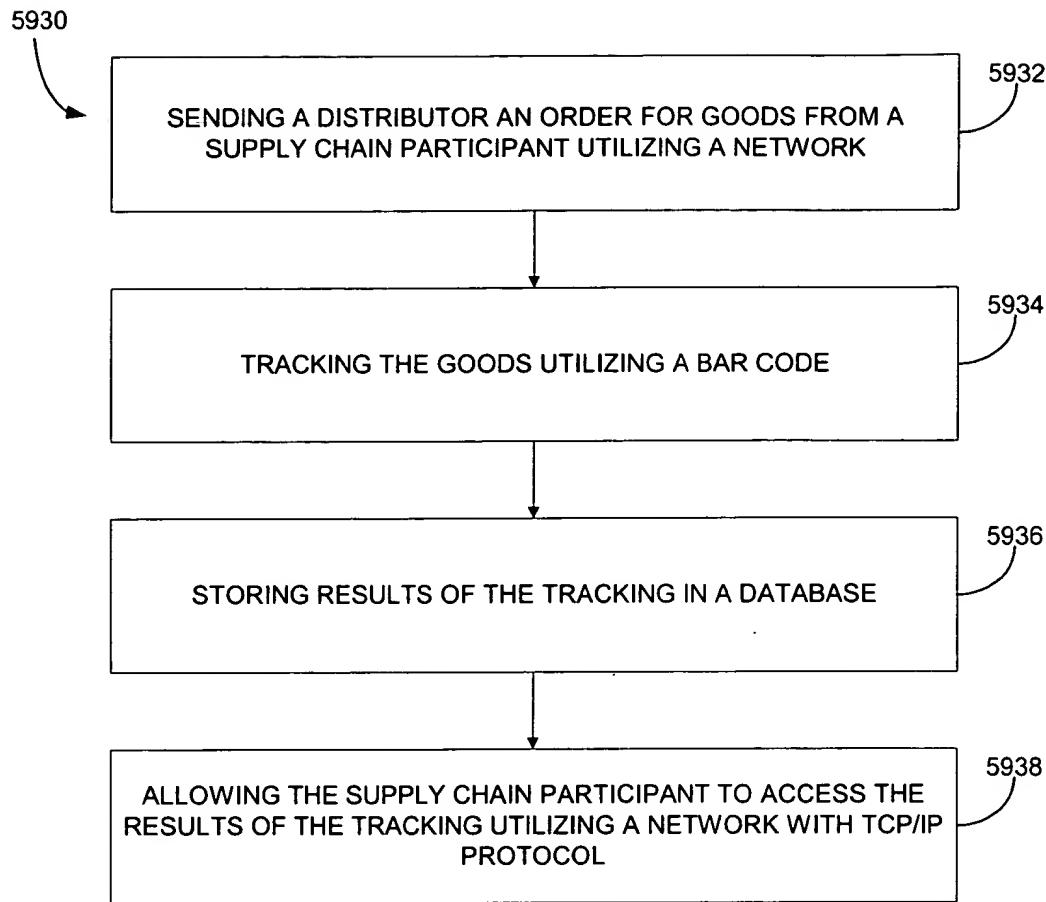


Fig. 58

5802 5806 5808 5800



**FIG. 59**

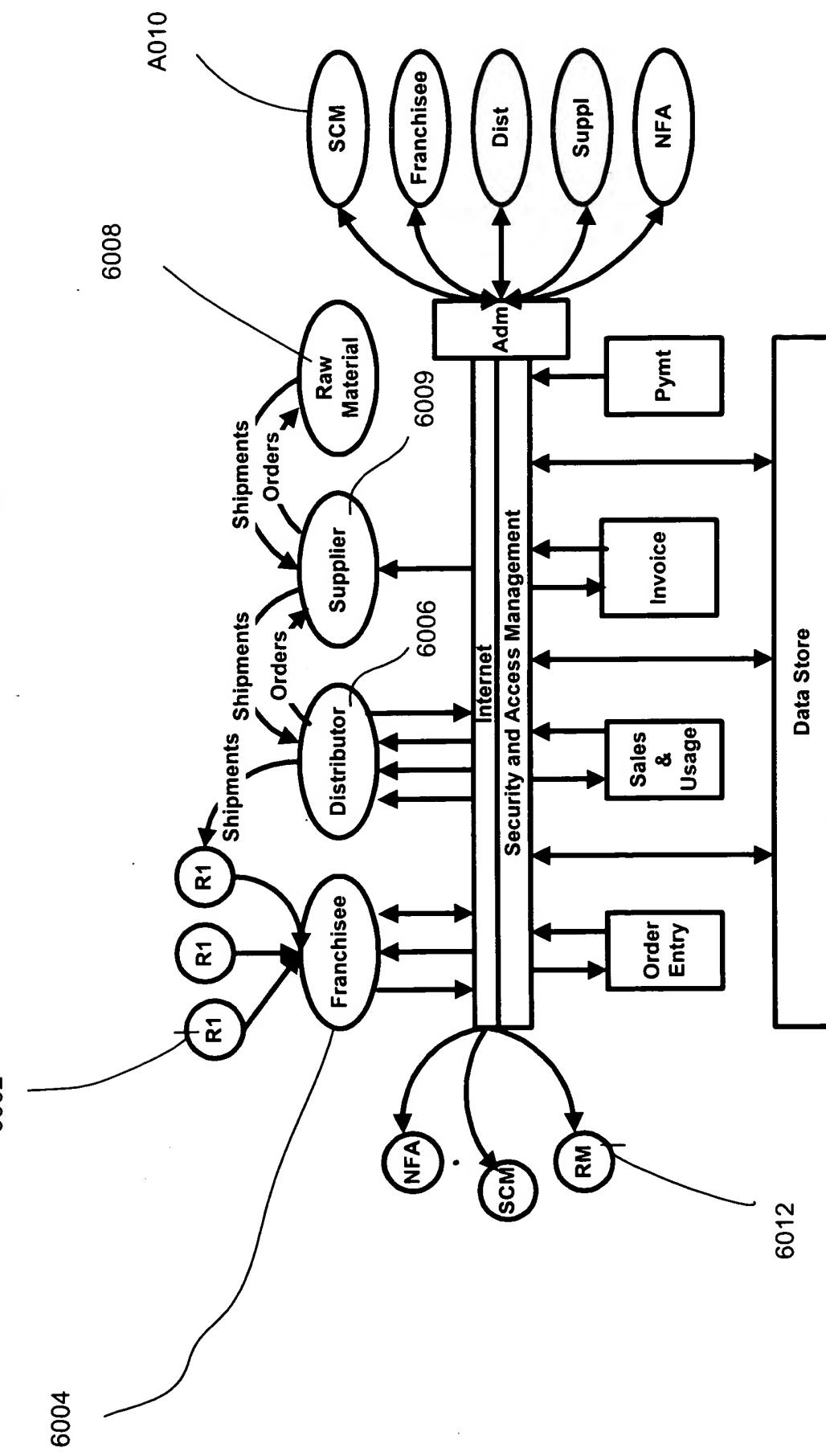


Fig. 60

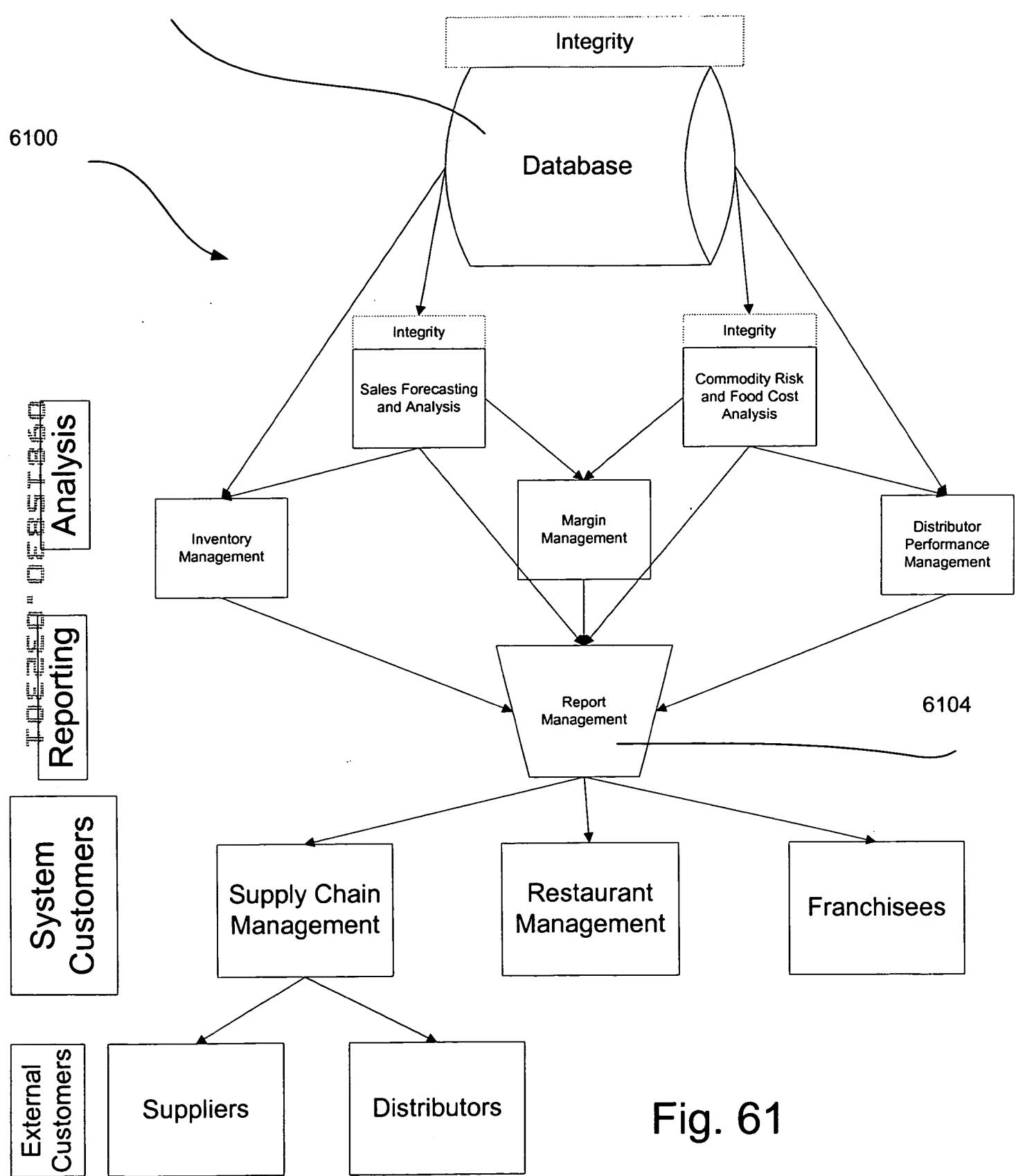
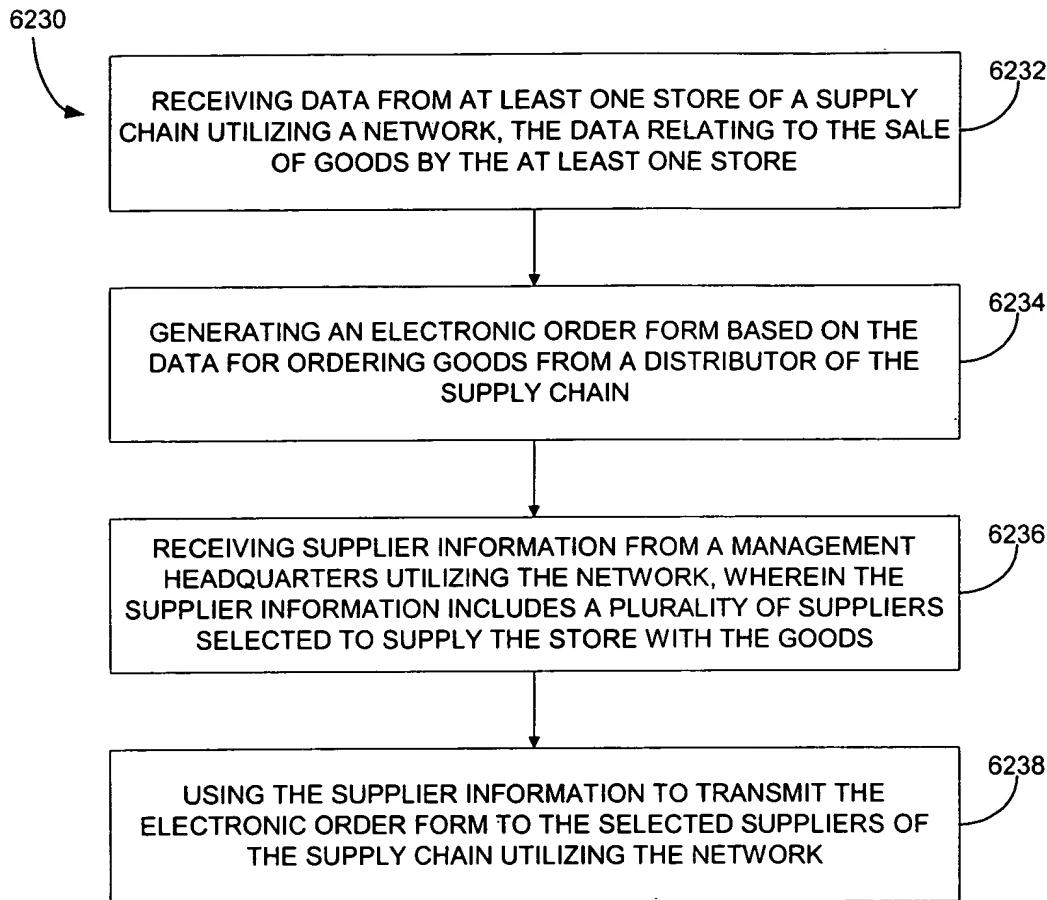


Fig. 61

**FIG. 62**

6300

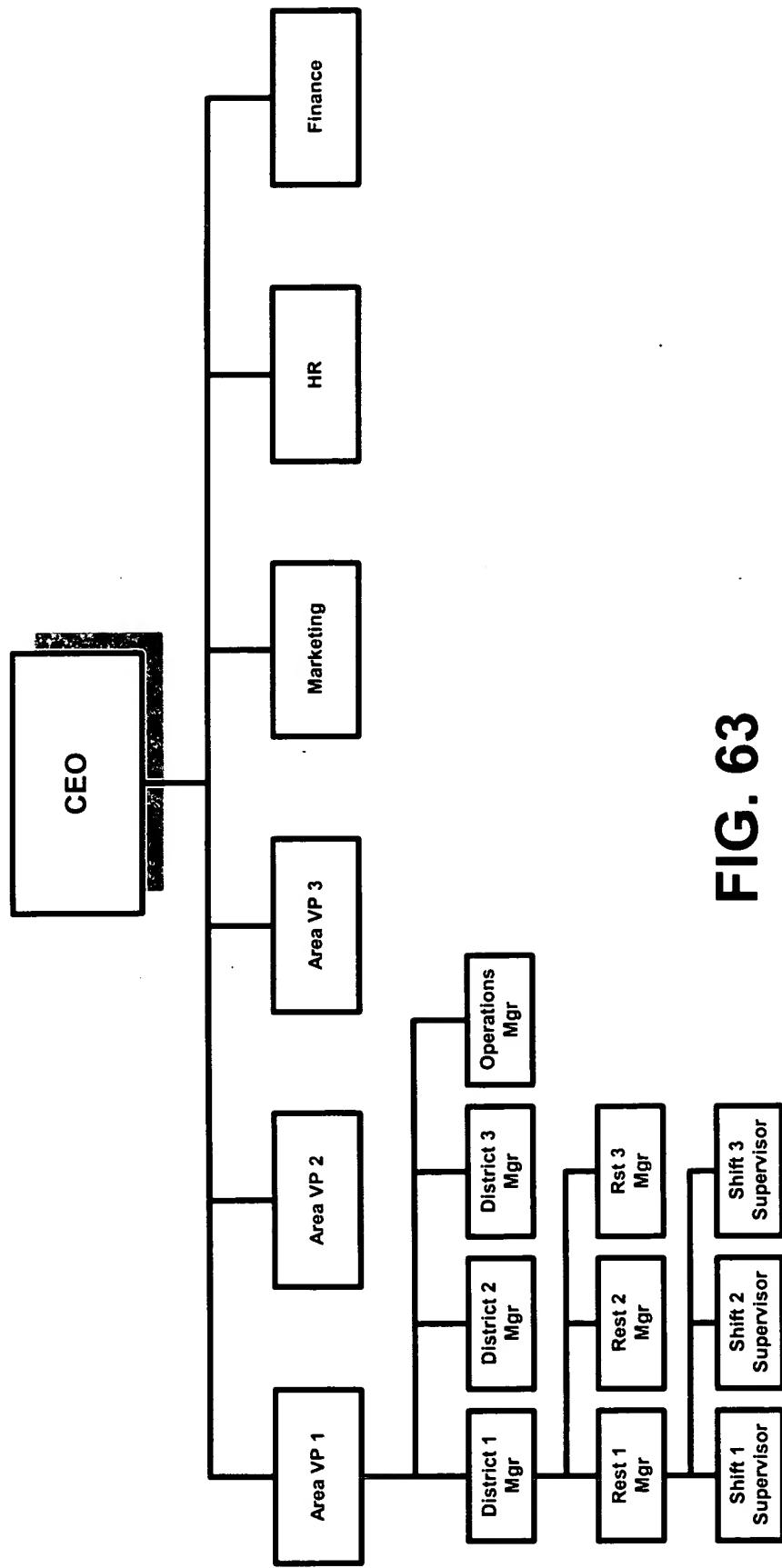
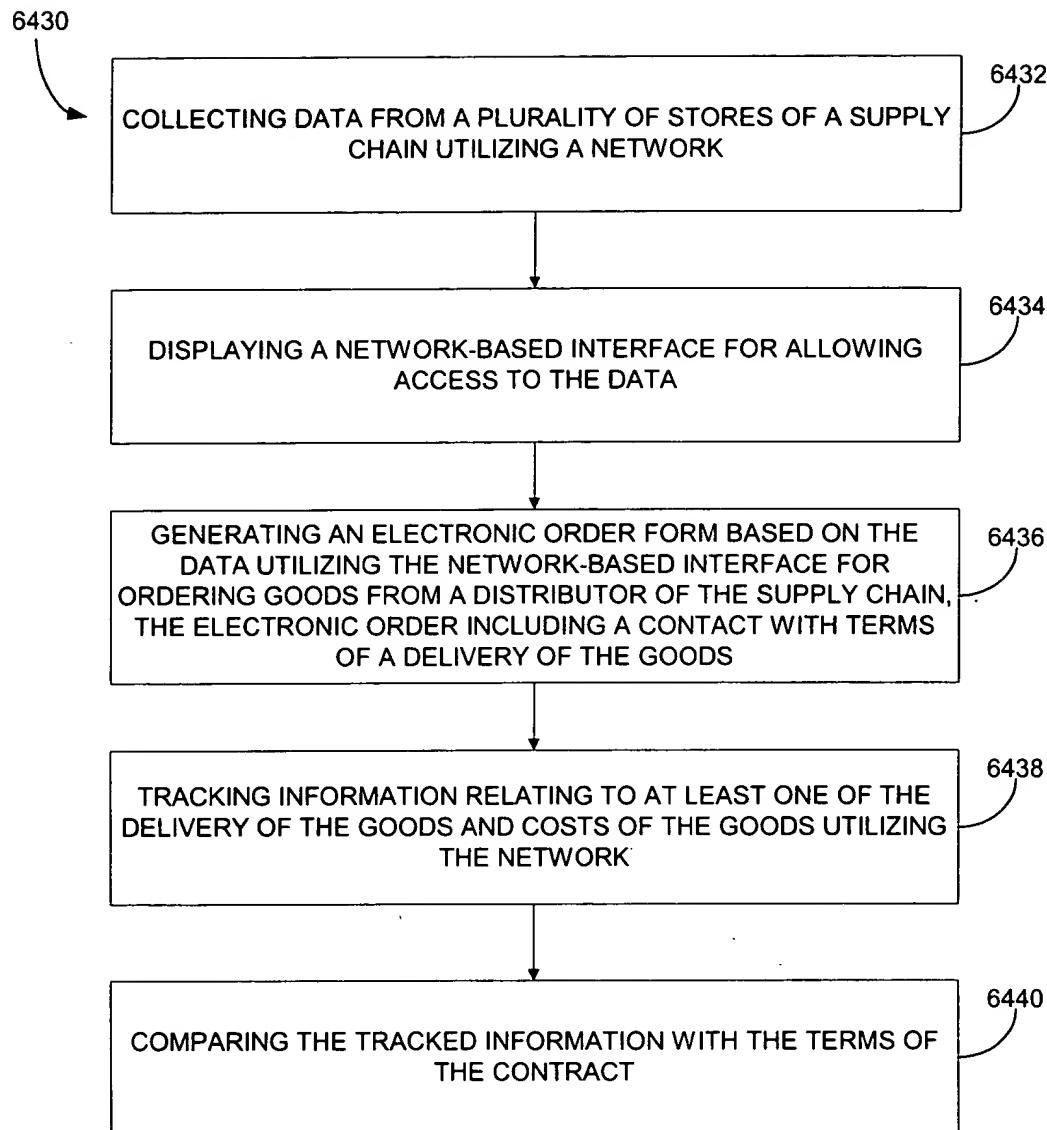
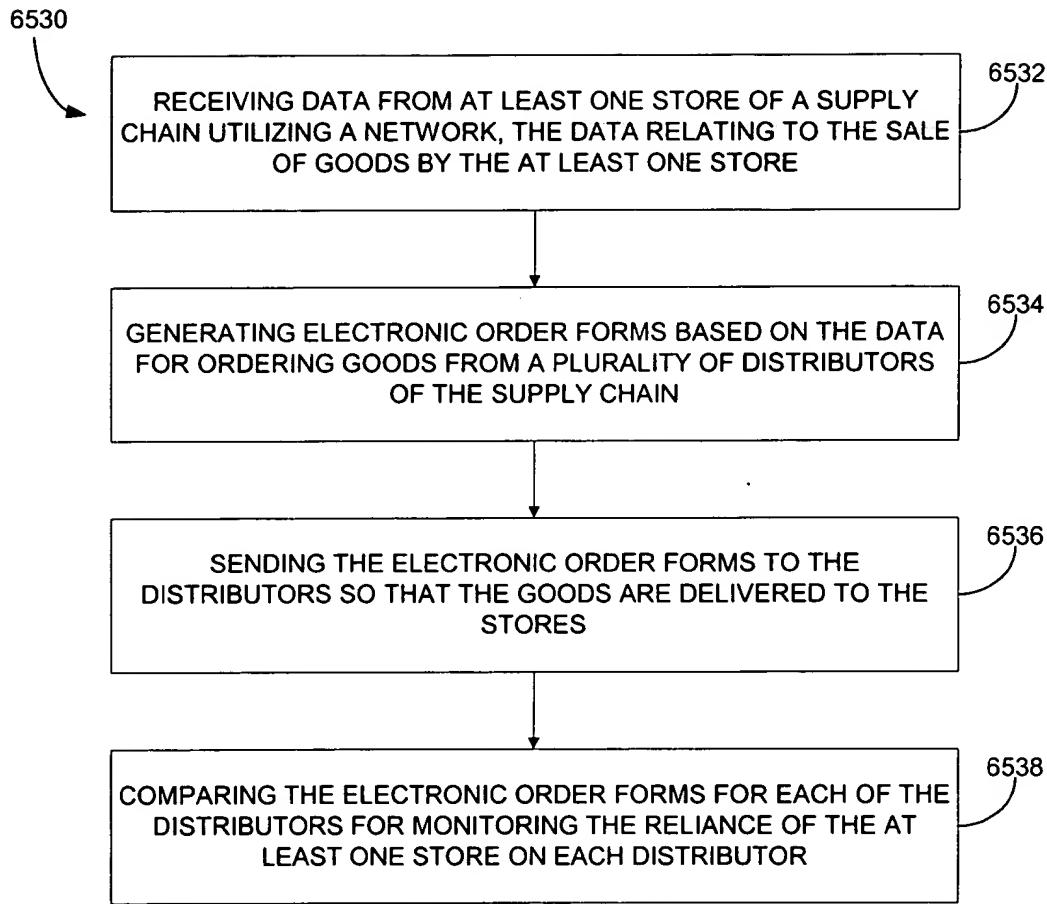


FIG. 63

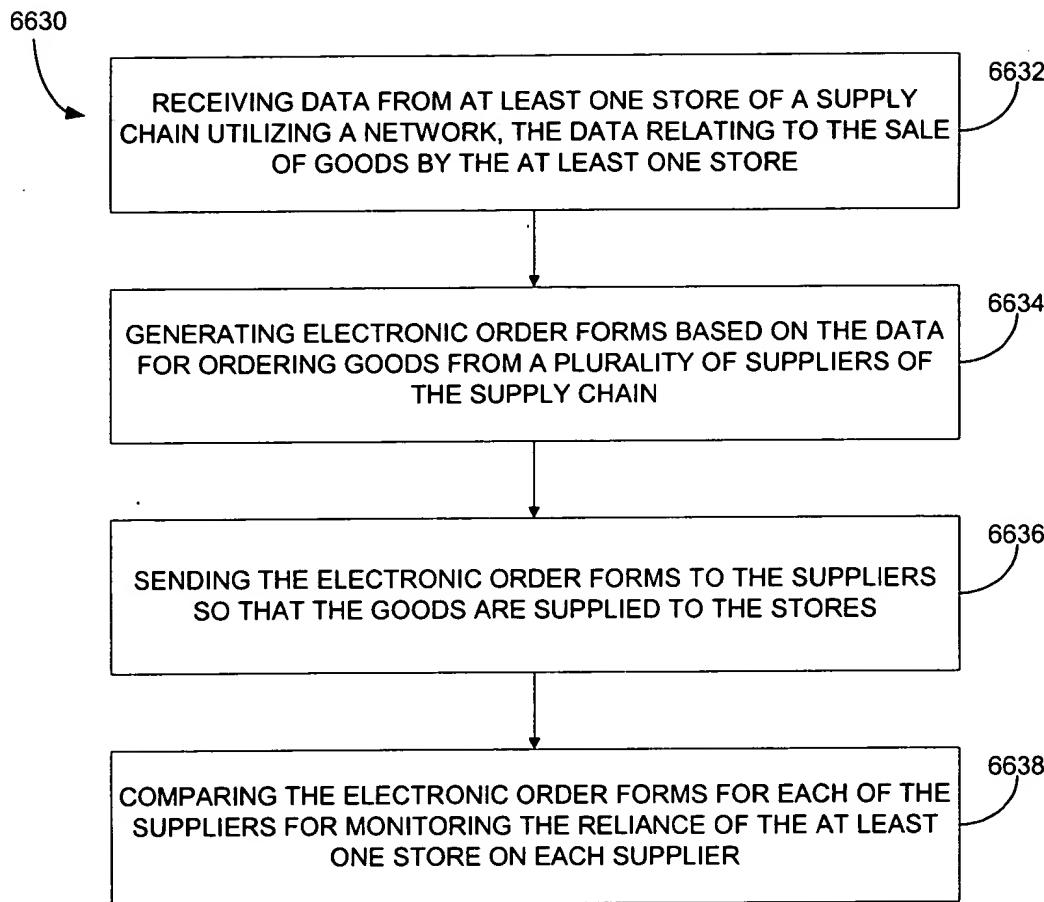


**FIG. 64**

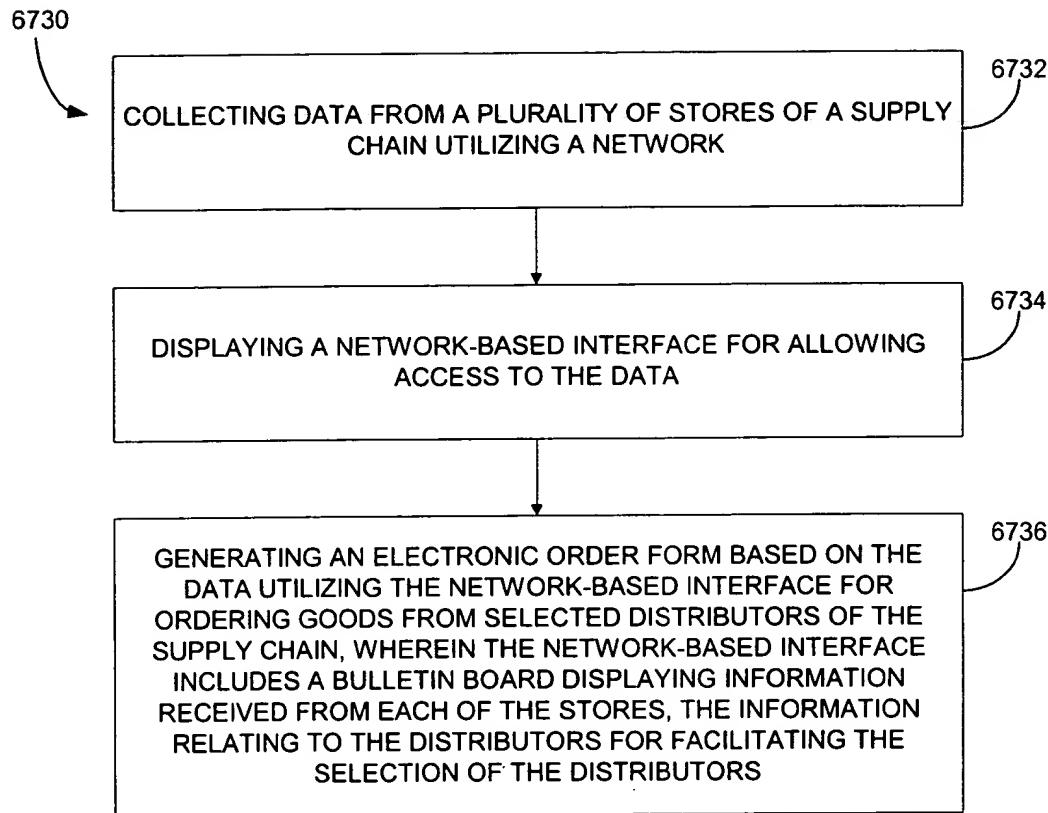
TRADE SHOWS - OCTOBER 2007



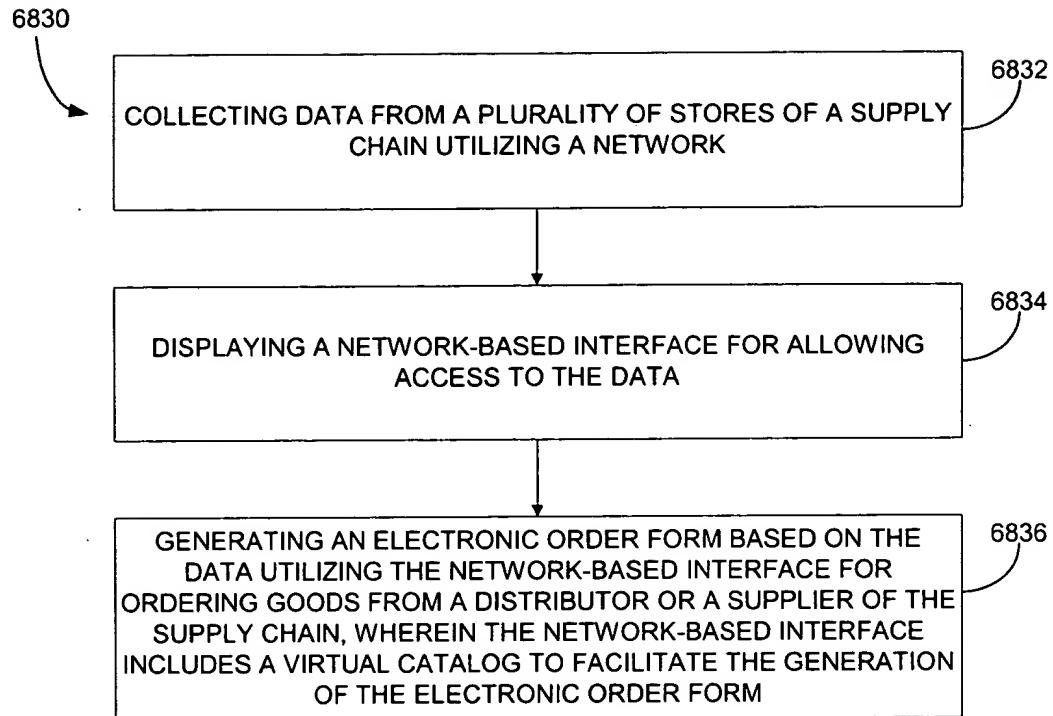
**FIG. 65**



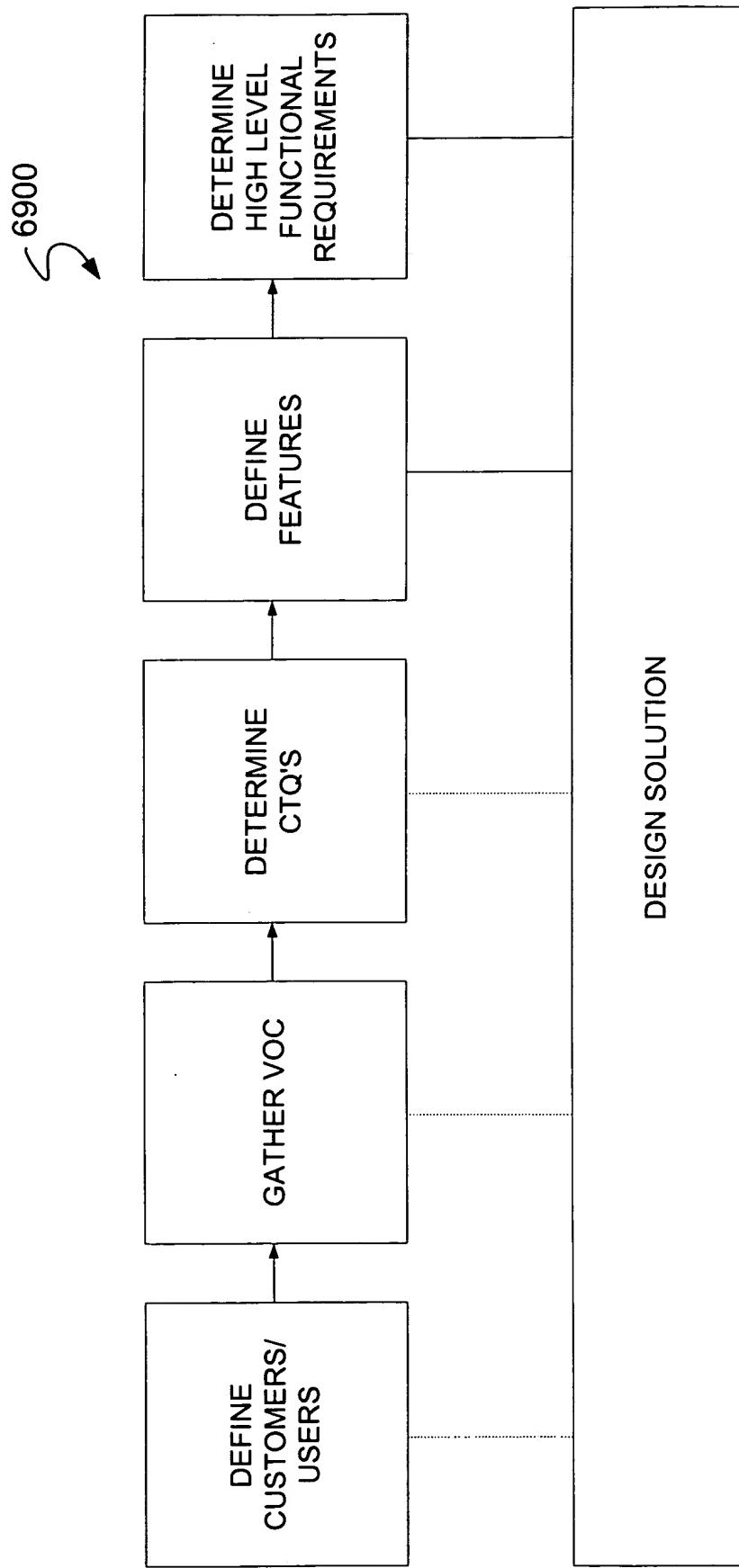
**FIG. 66**



**FIG. 67**

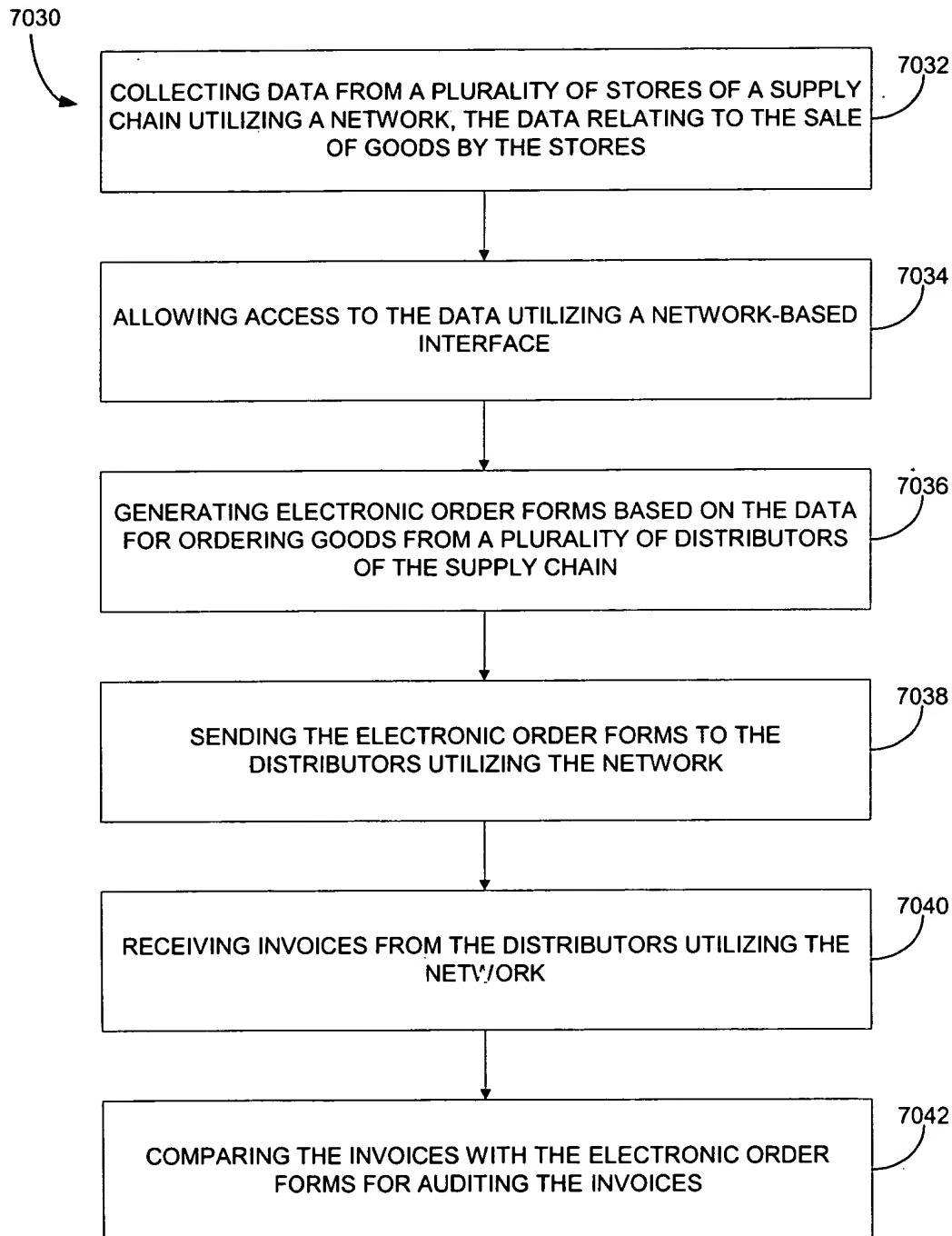


**FIG. 68**

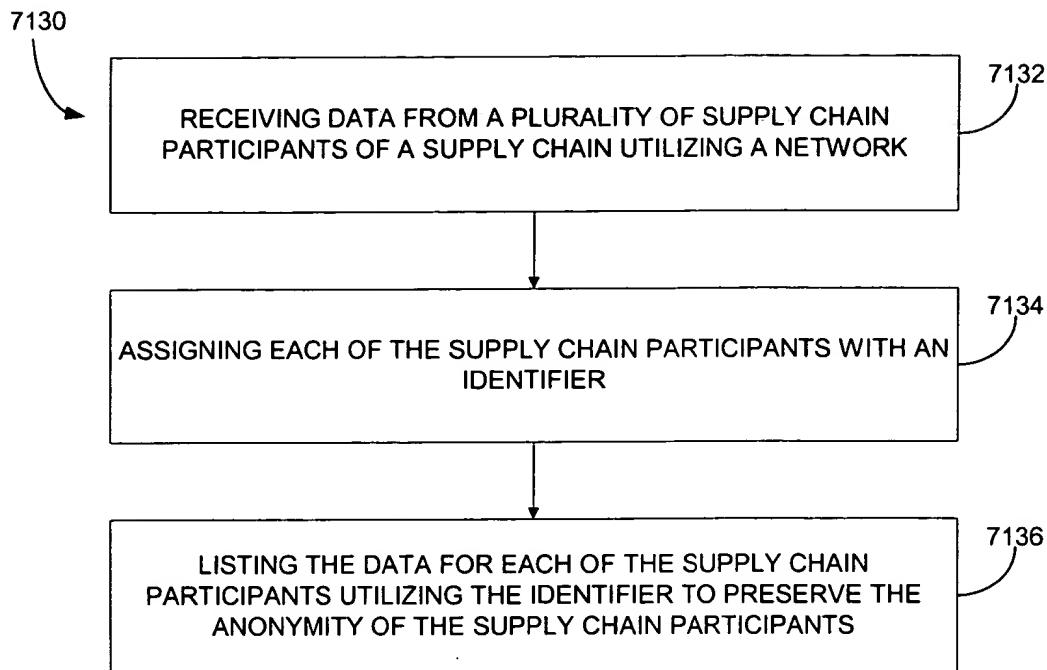


**FIG. 69**

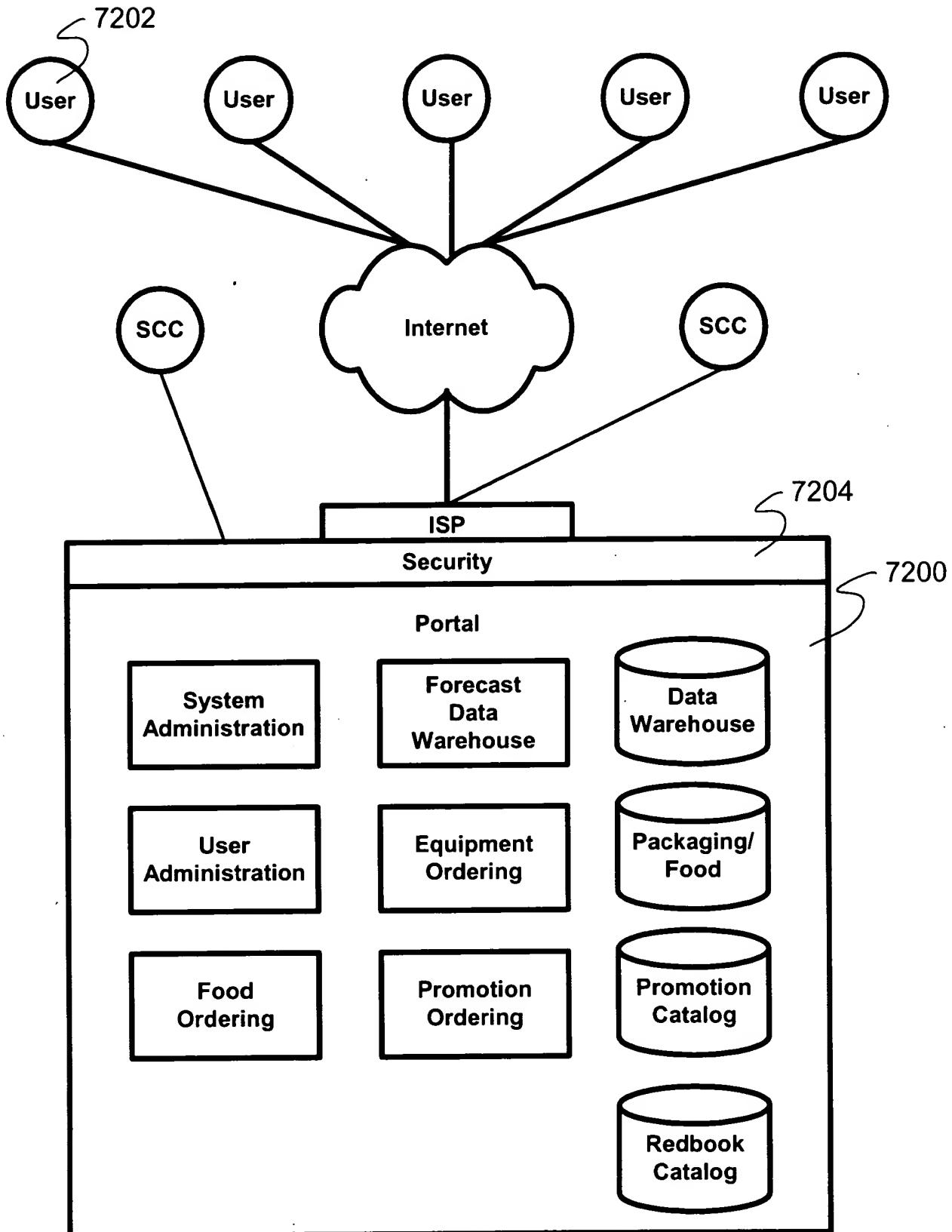
TOESEG0000000000



**FIG. 70**

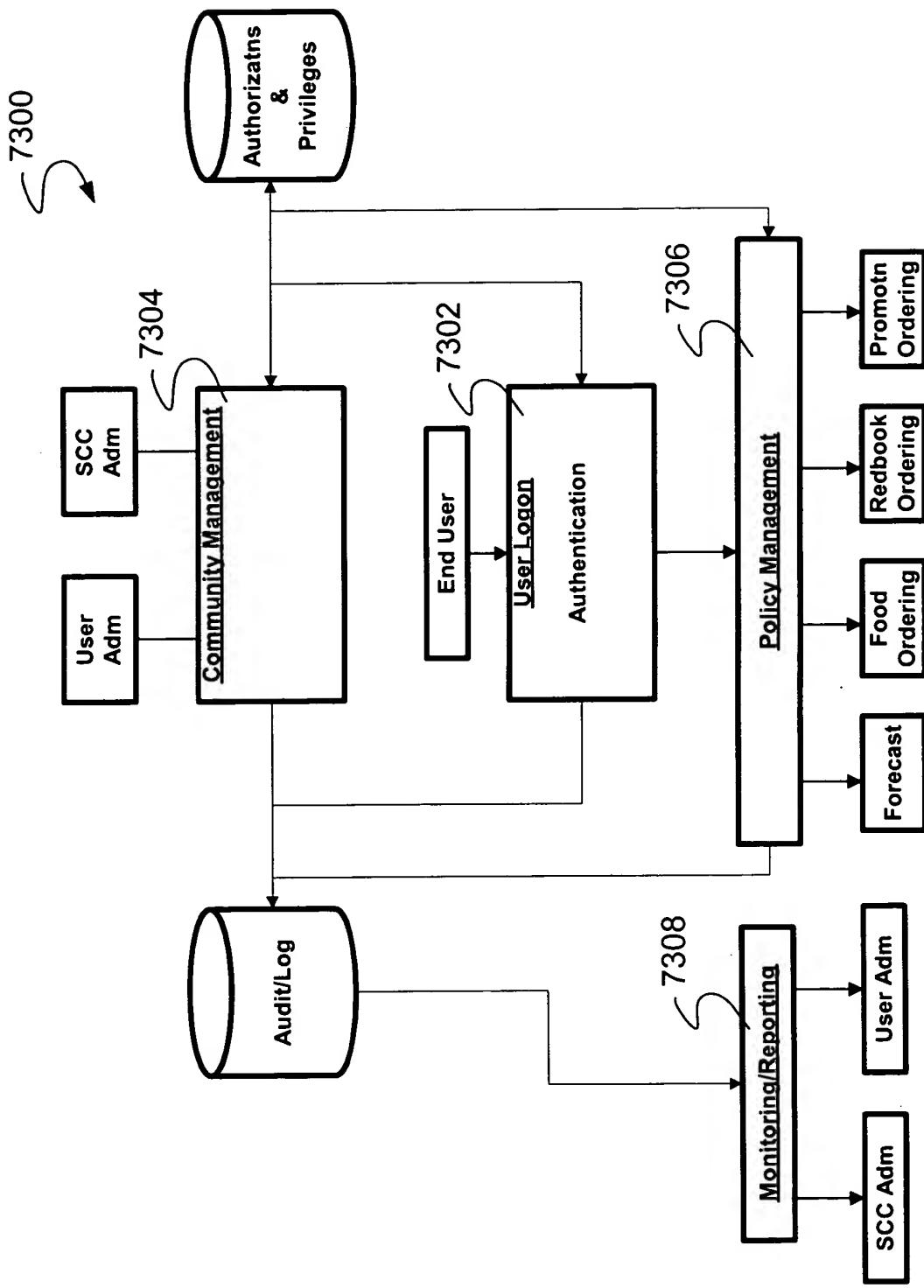


**FIG. 71**



**FIG. 72**

## FIGURE 73



**FIG. 73**

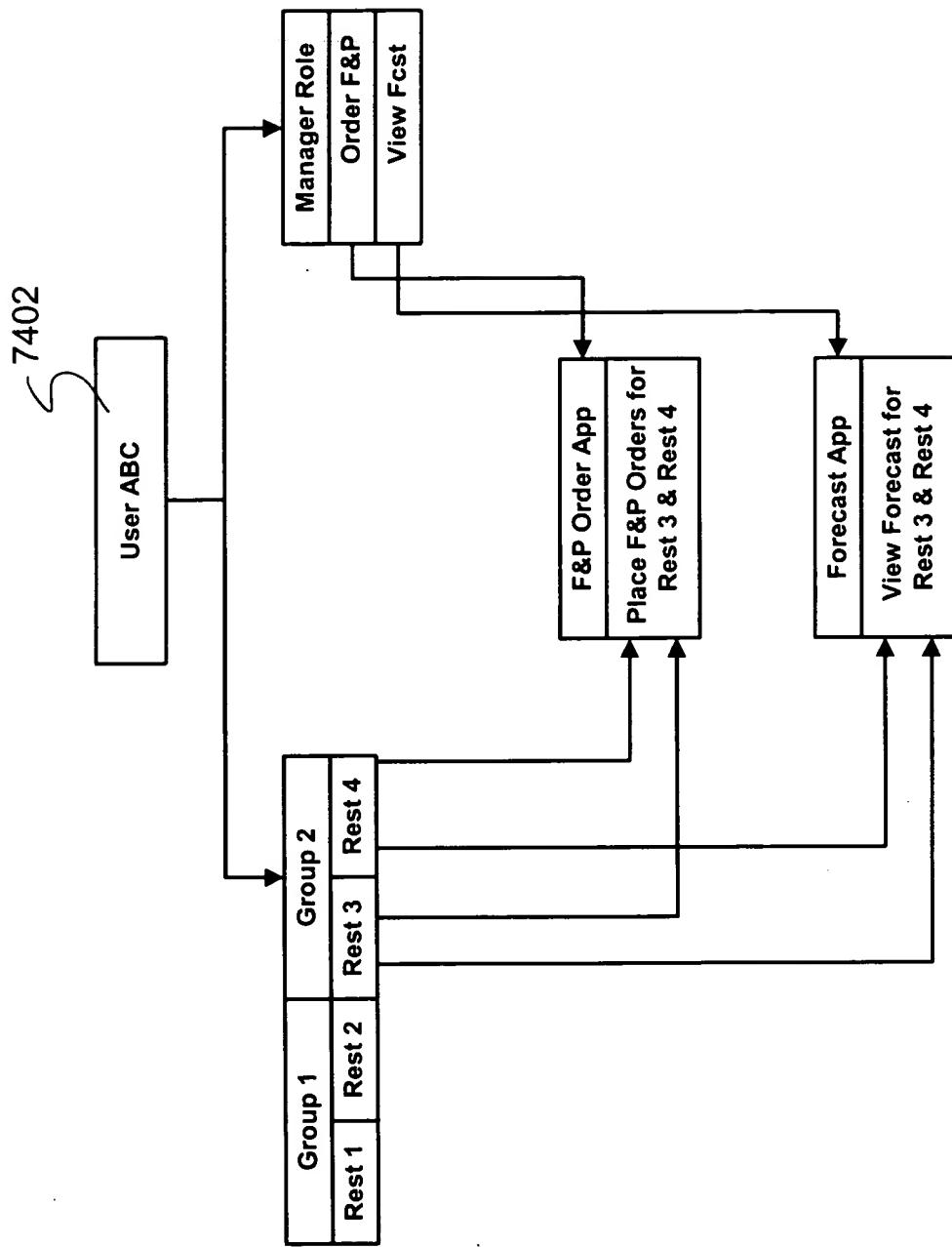


FIG. 74

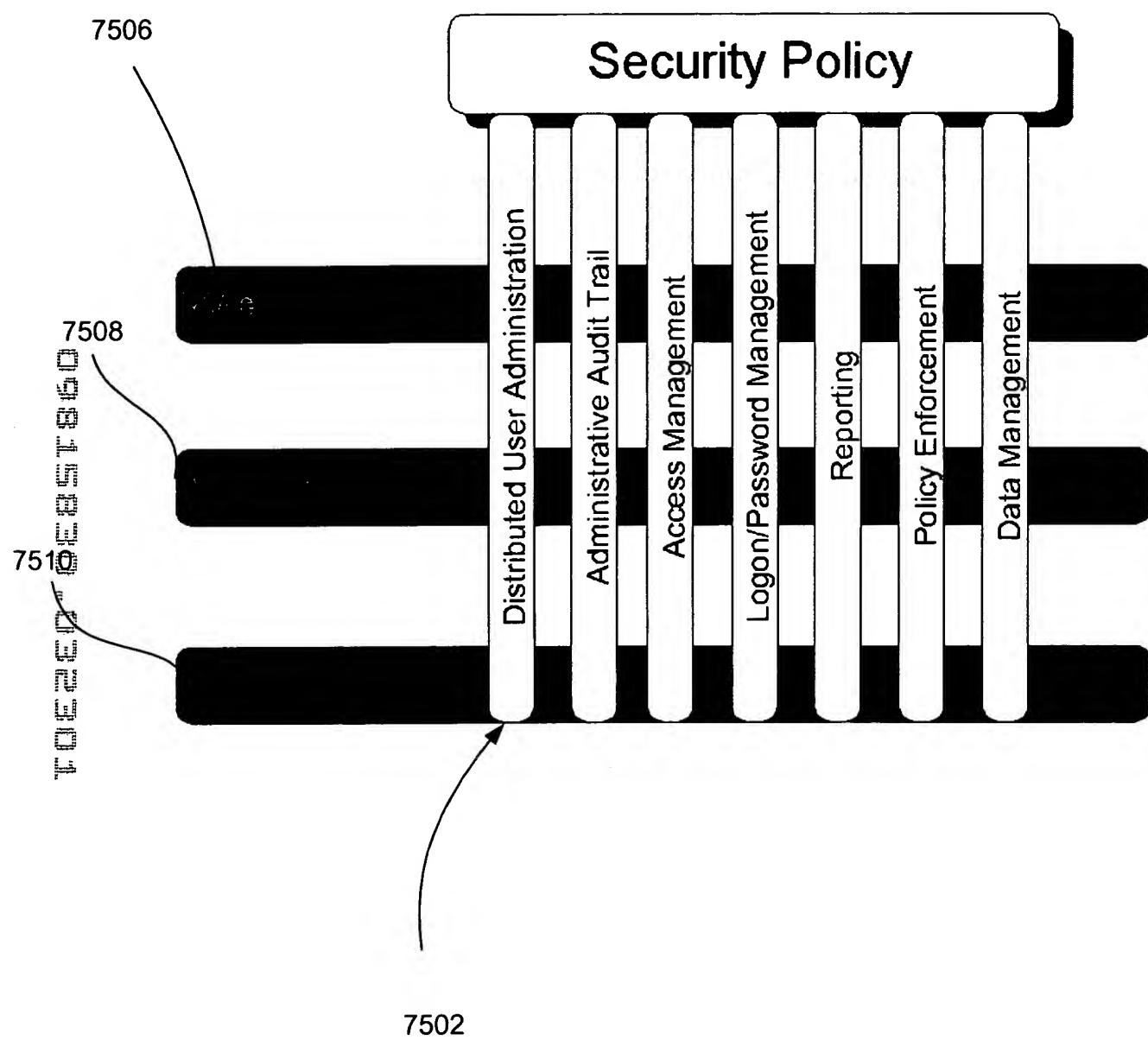
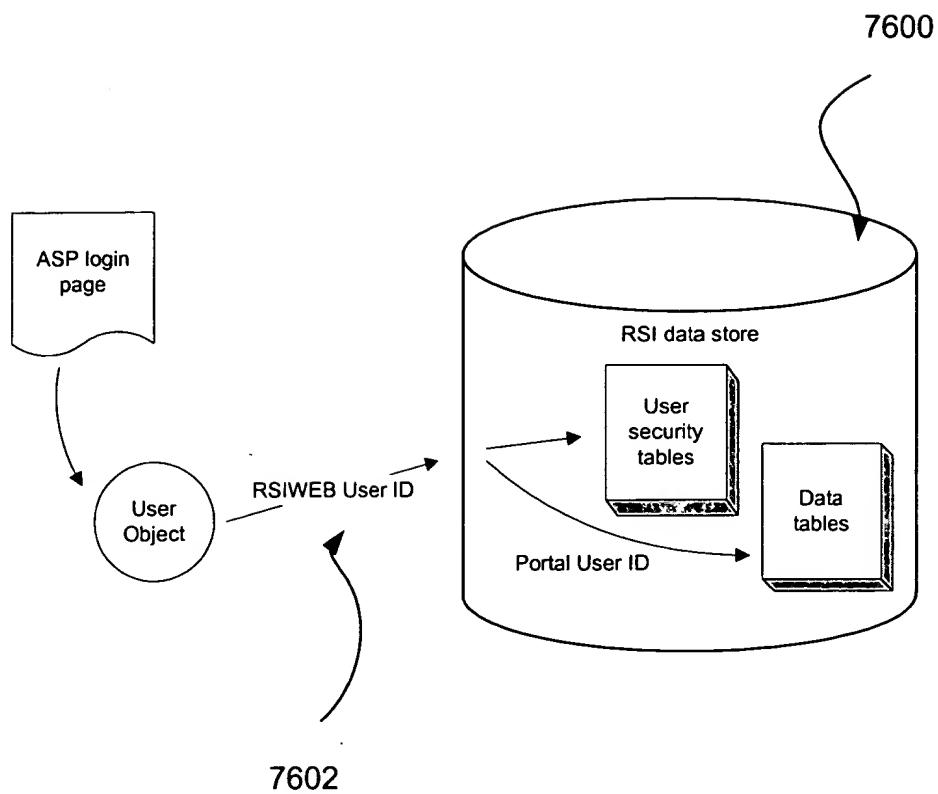


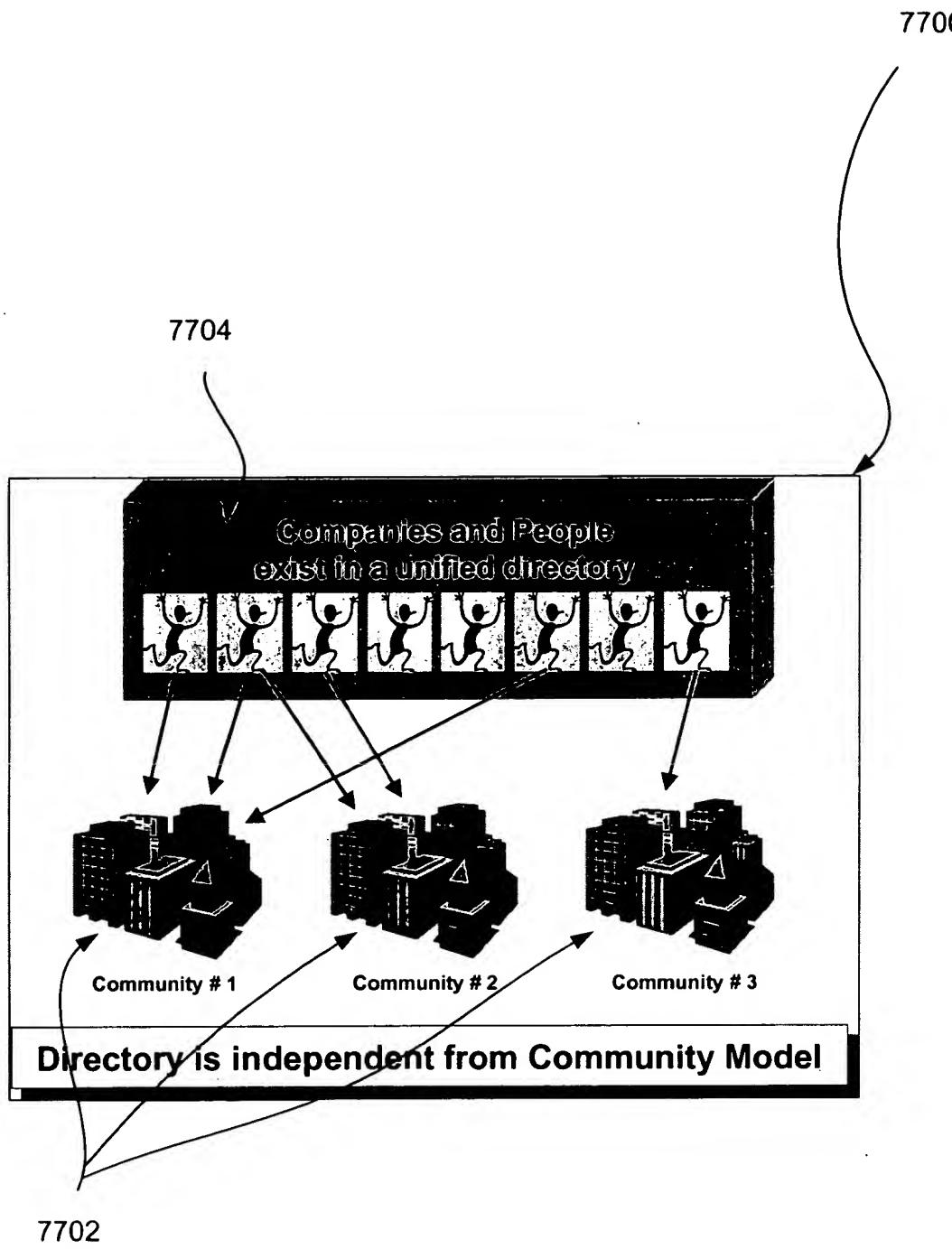
Fig. 75

00000000000000000000000000000000



**Fig. 76**

TOP SECRET//COMINT



**Fig. 77**

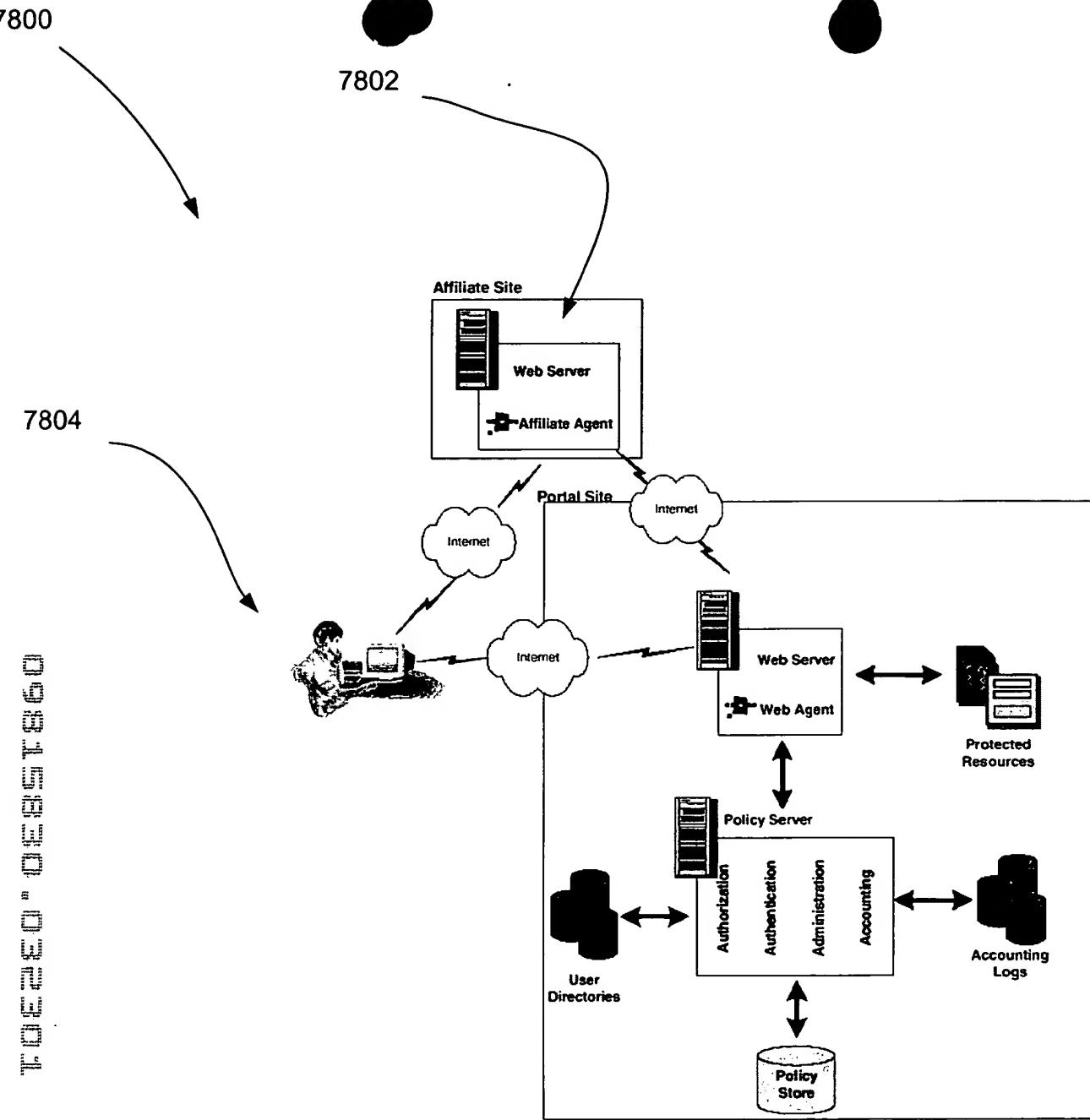
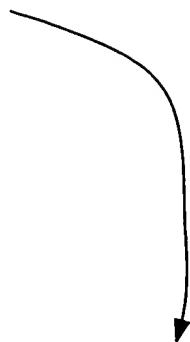


Fig. 78

7900



0 9 0 2 0 9 0 2 0 9 0 2

7902

### Policy-Based Web Security Model

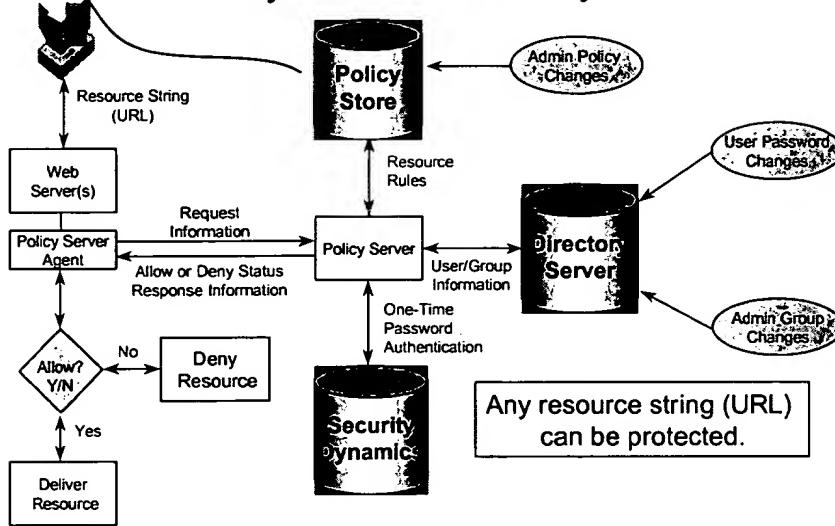
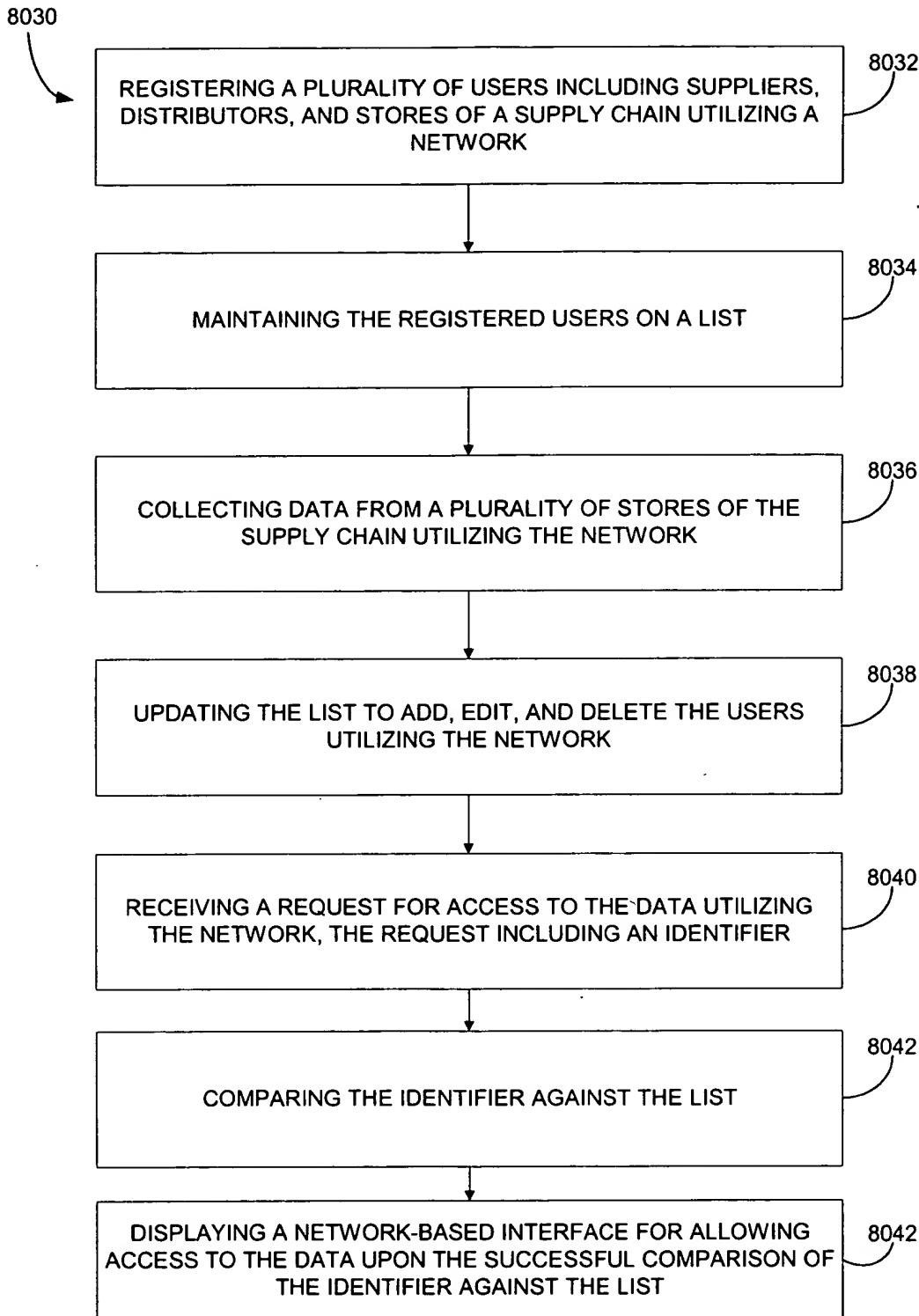
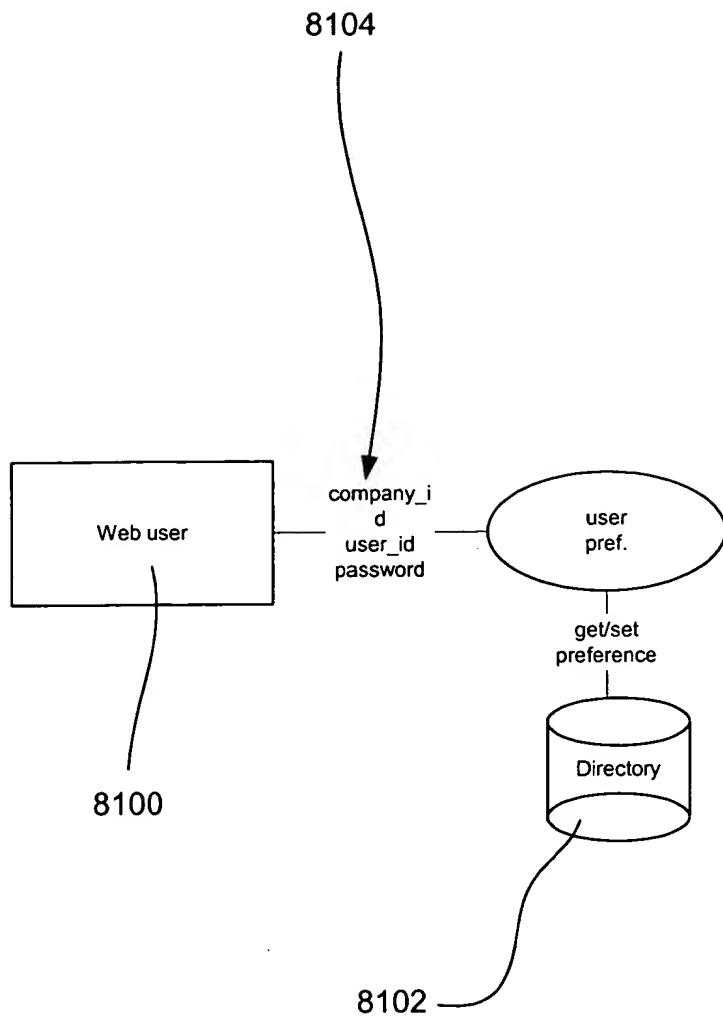


Fig. 79

**FIG. 80**



**Fig. 81**

8200

8202

OPENED PROFILE

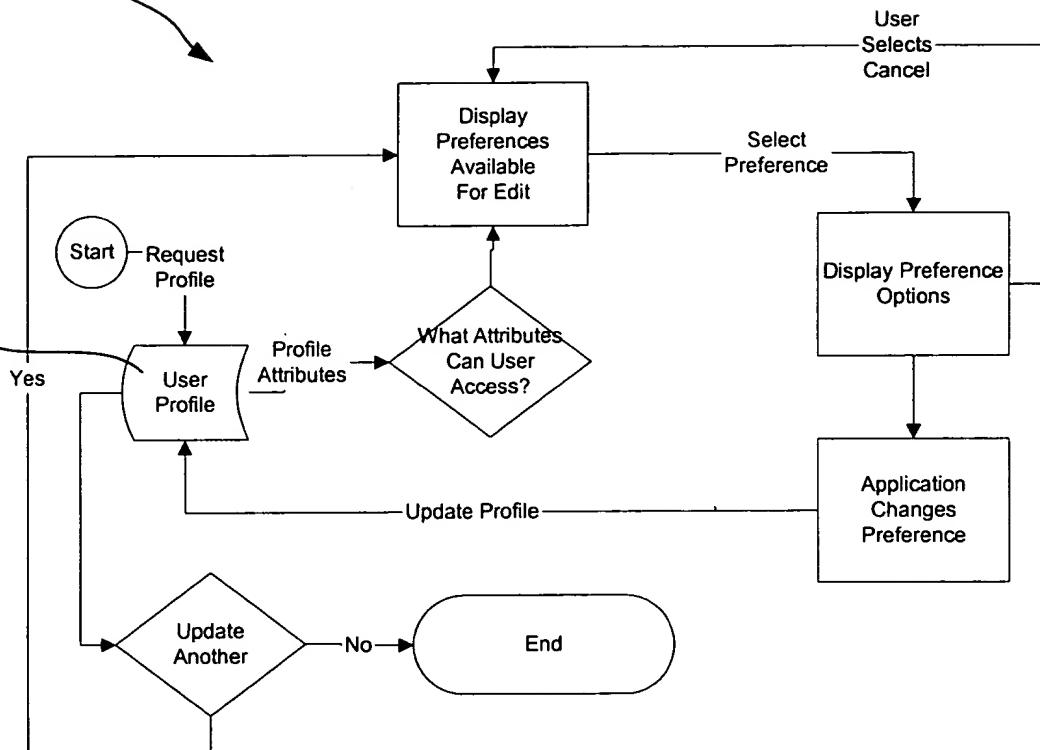
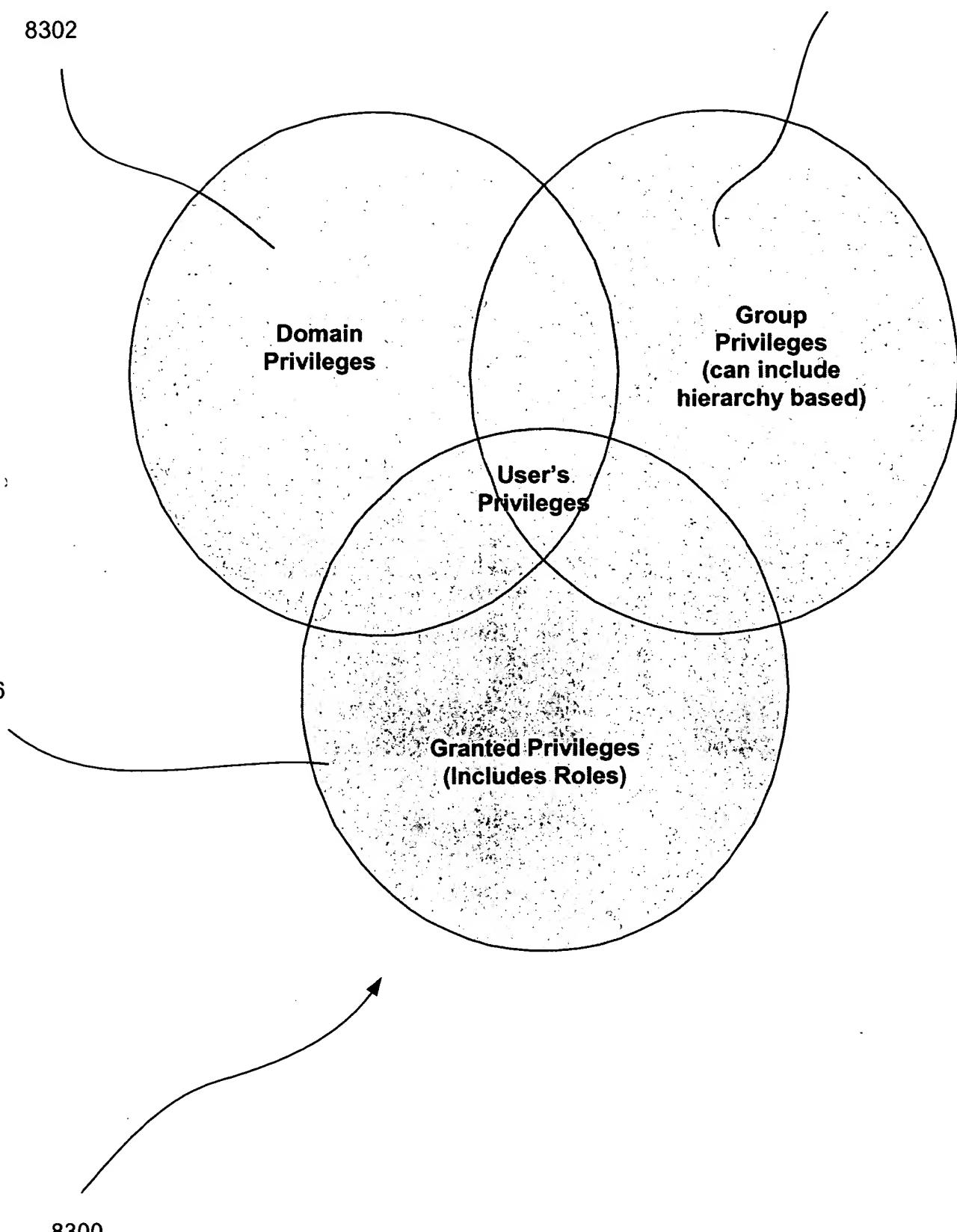


Fig. 82

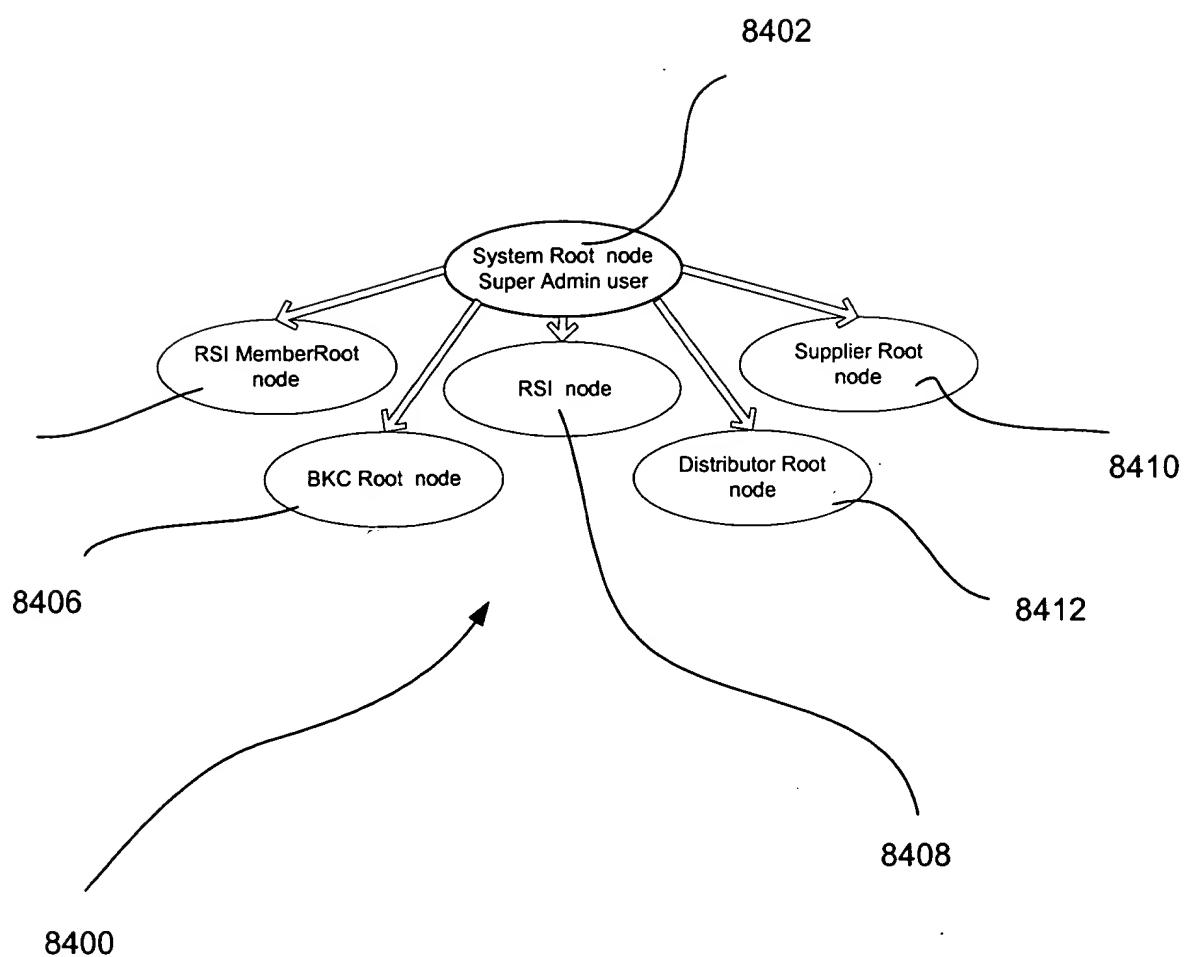
8304

8302

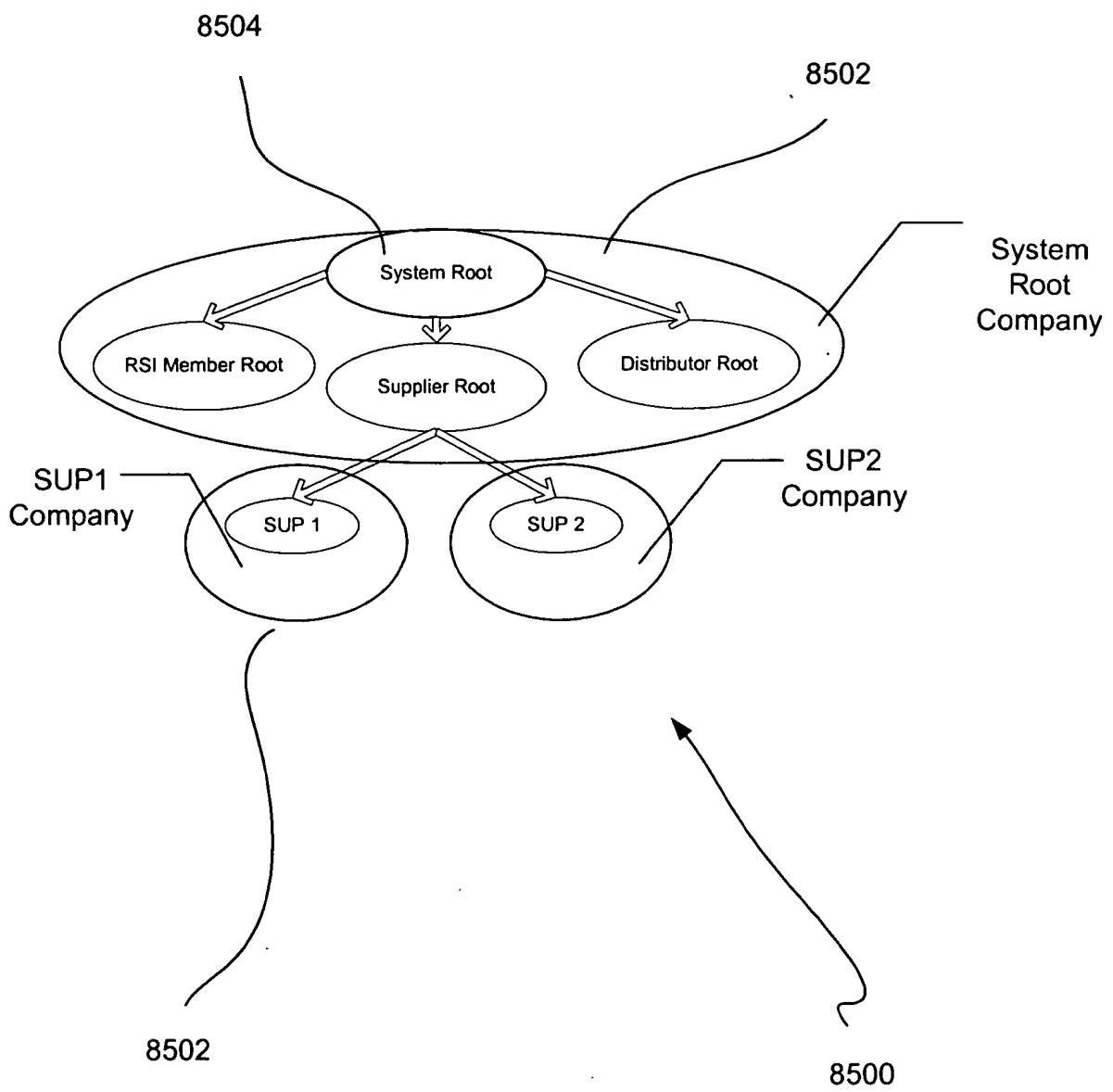


**Fig. 83**

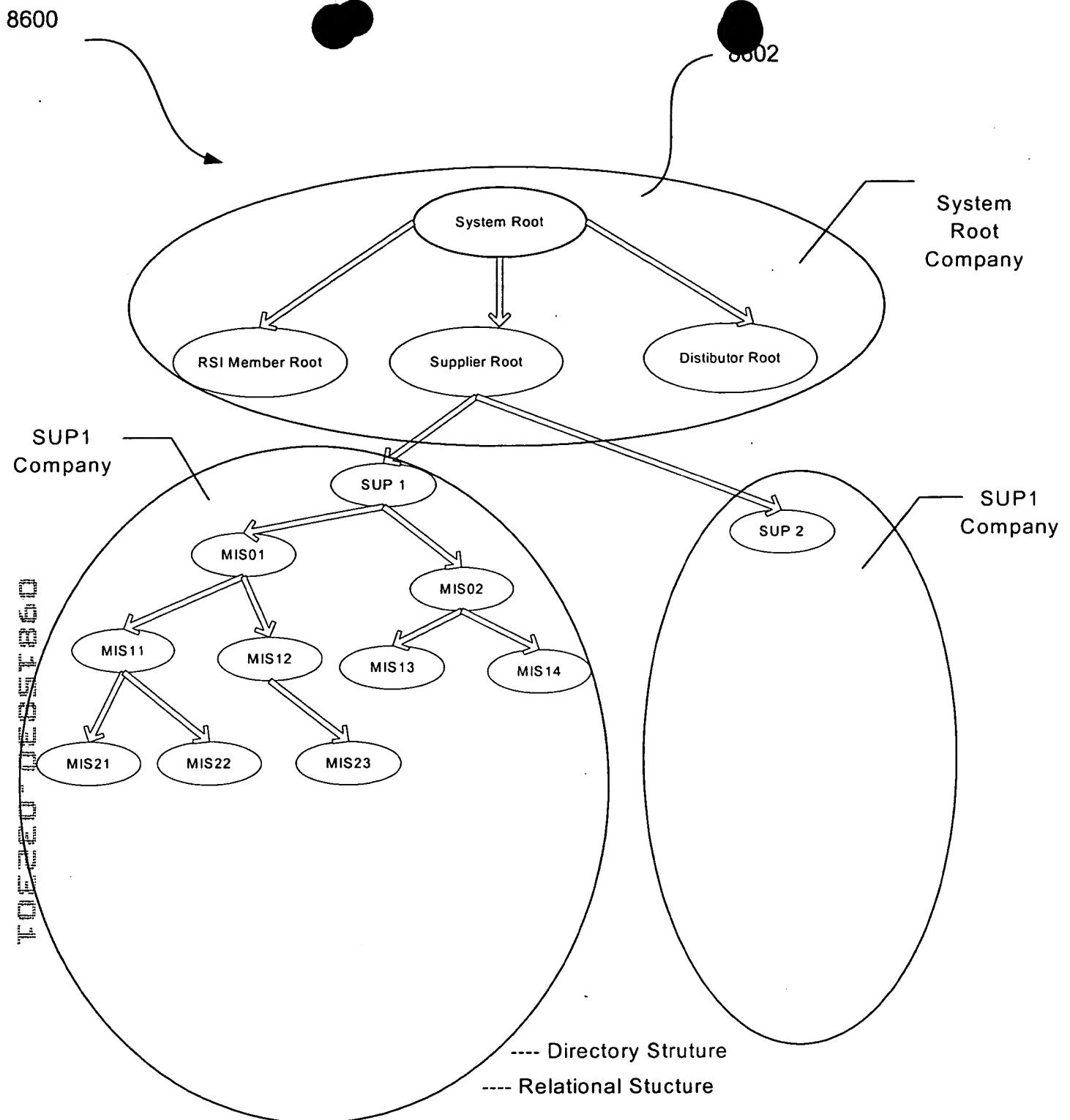
OPEN SOURCE  
8404



**Fig. 84**



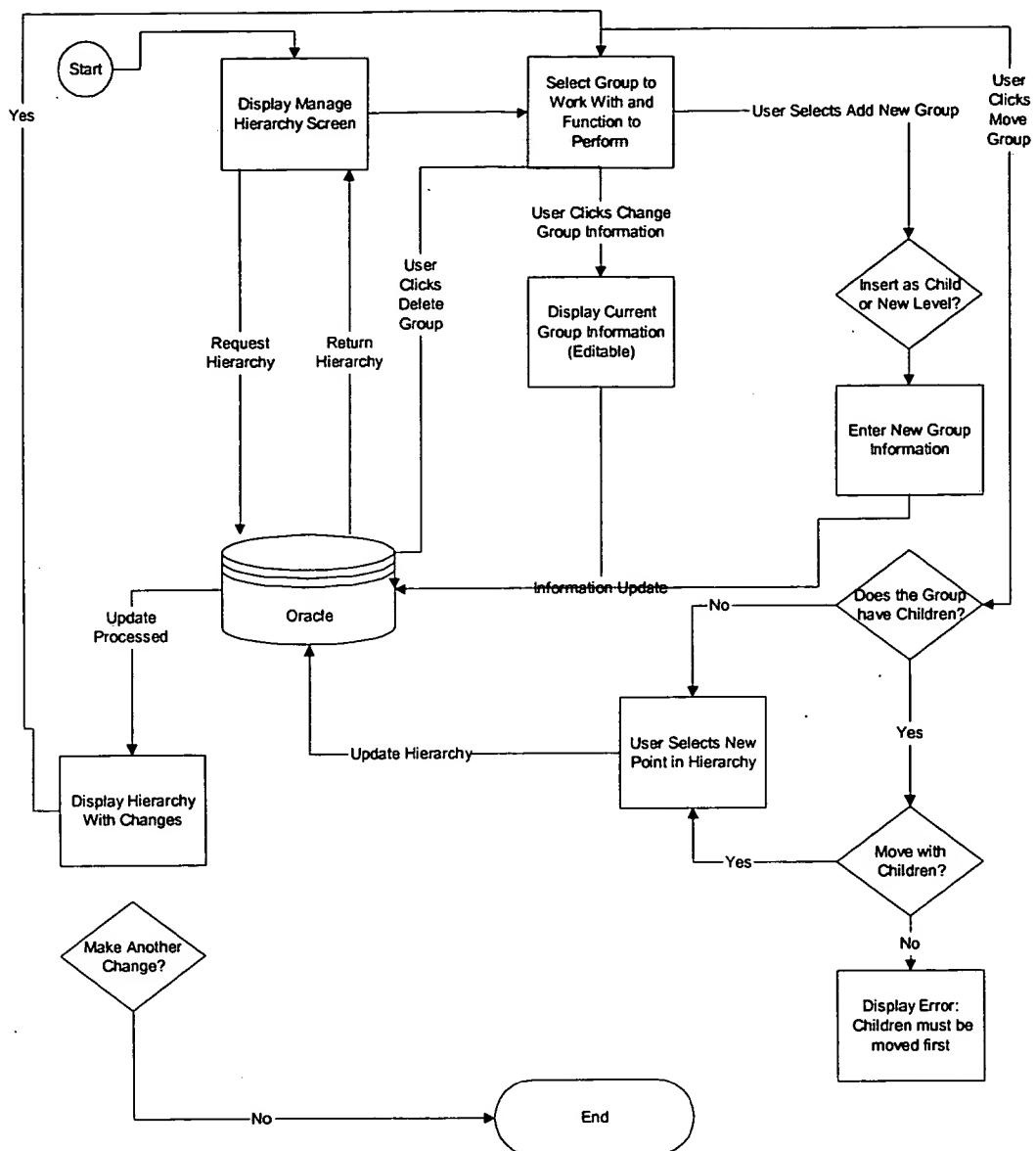
**Fig. 85**



**Fig. 86**

8700

## Group Hierarchy Management: Data Flow



**Fig. 87**

8800  
8804  
8802  
TOP SECRET//  
8800

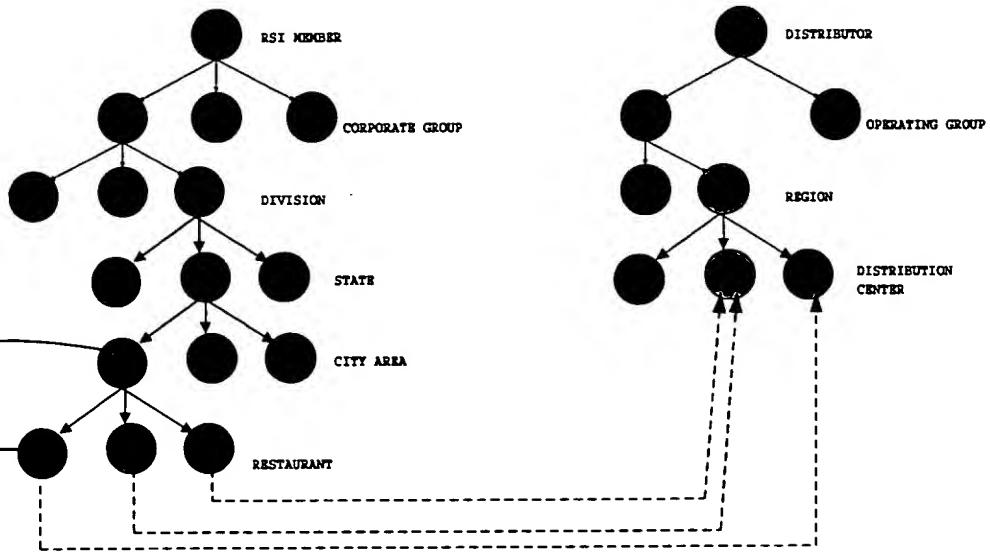


Fig. 88

8902

1400

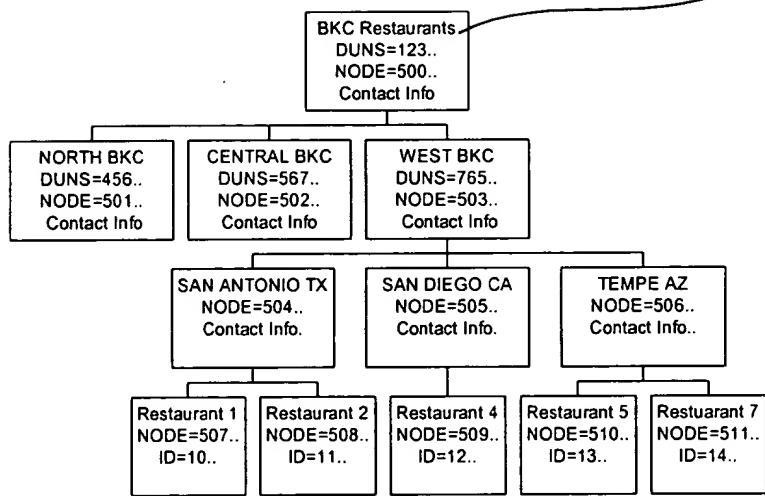
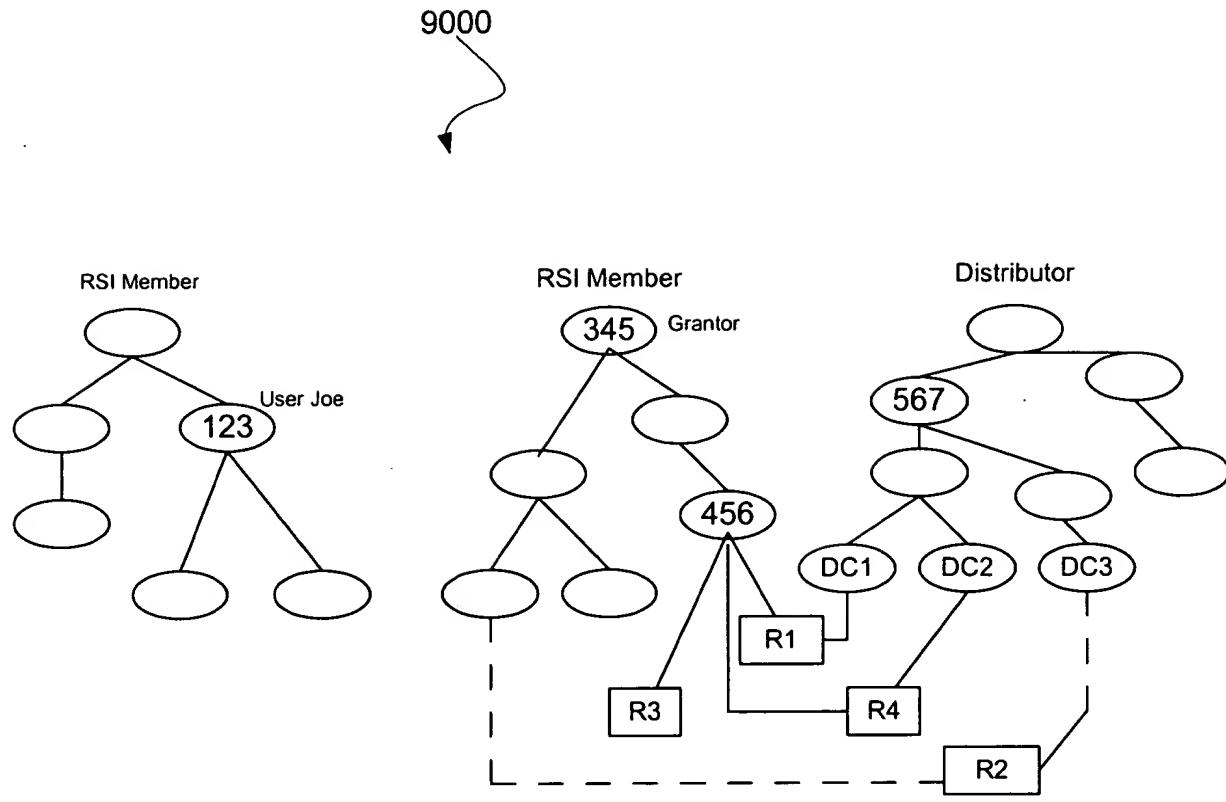


Fig. 89



**FIG. 90**

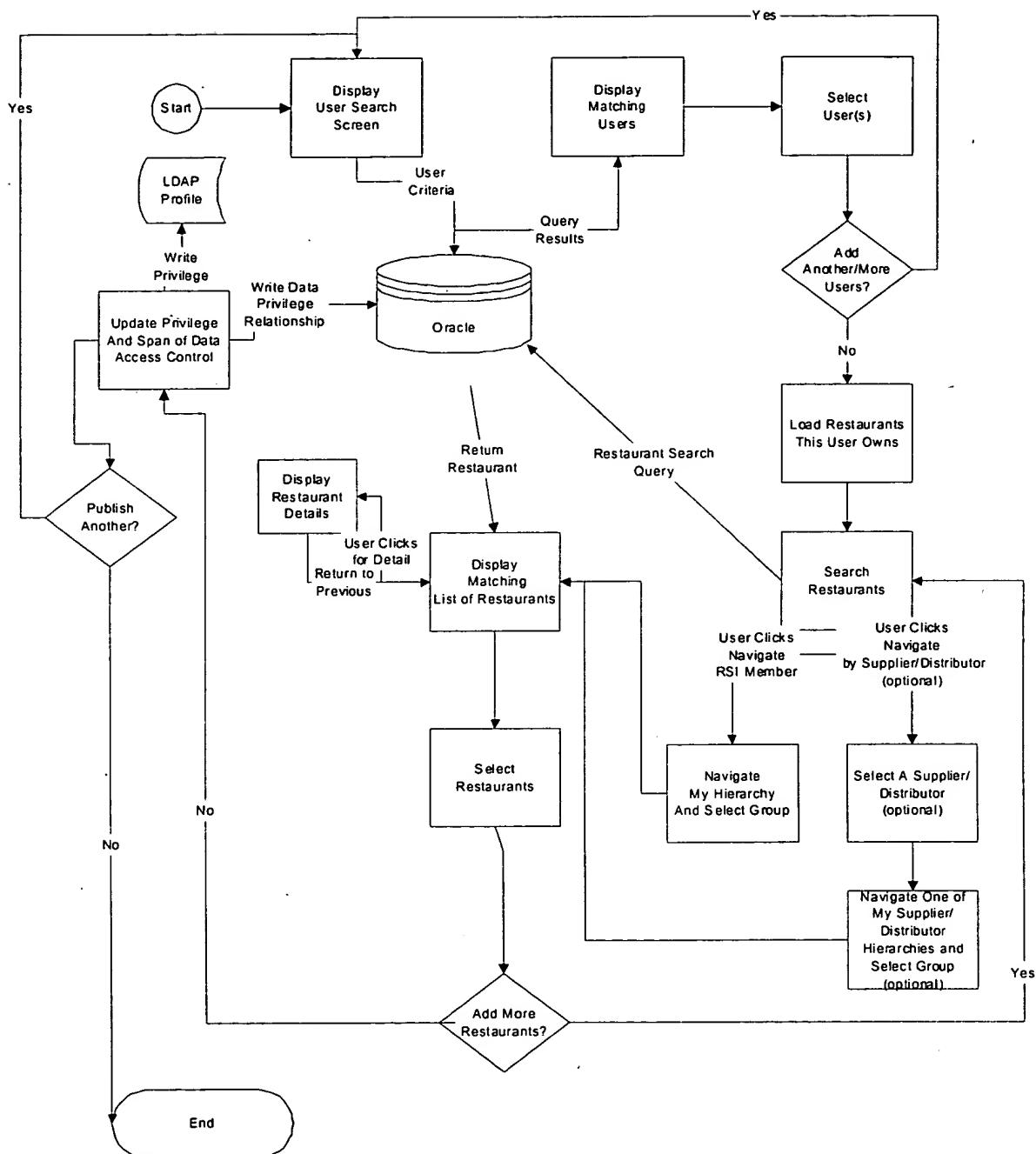
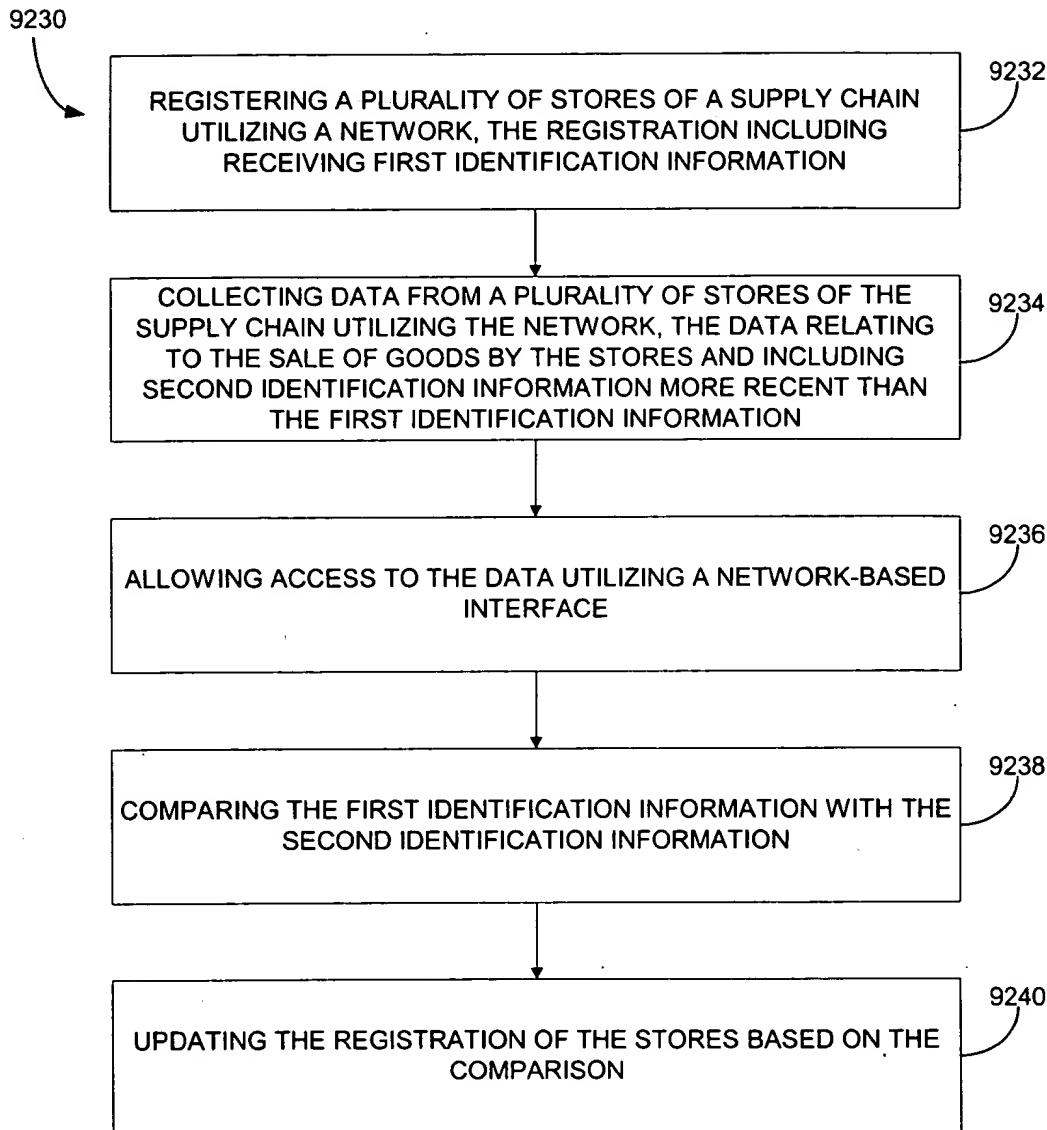
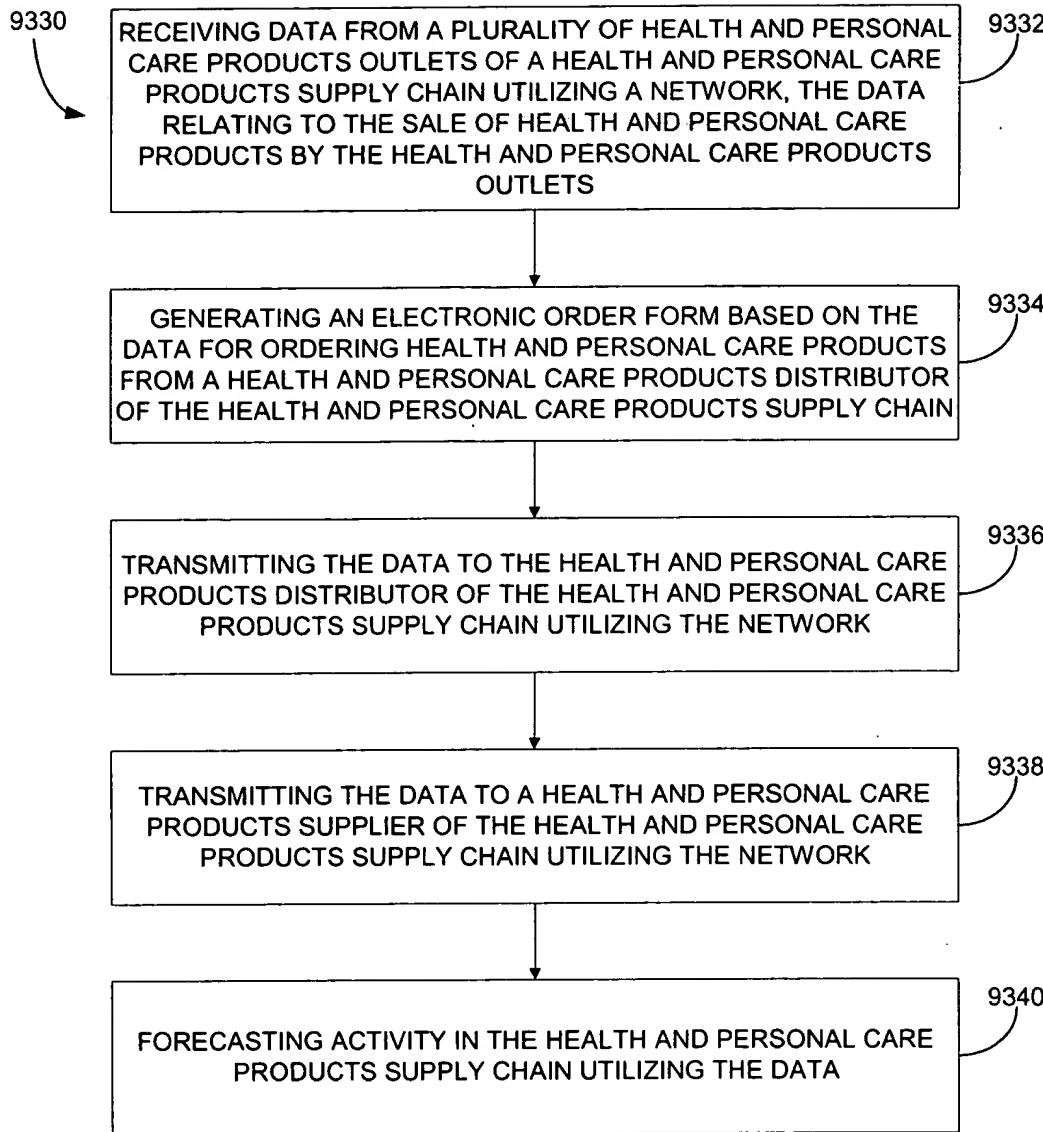


Fig. 91

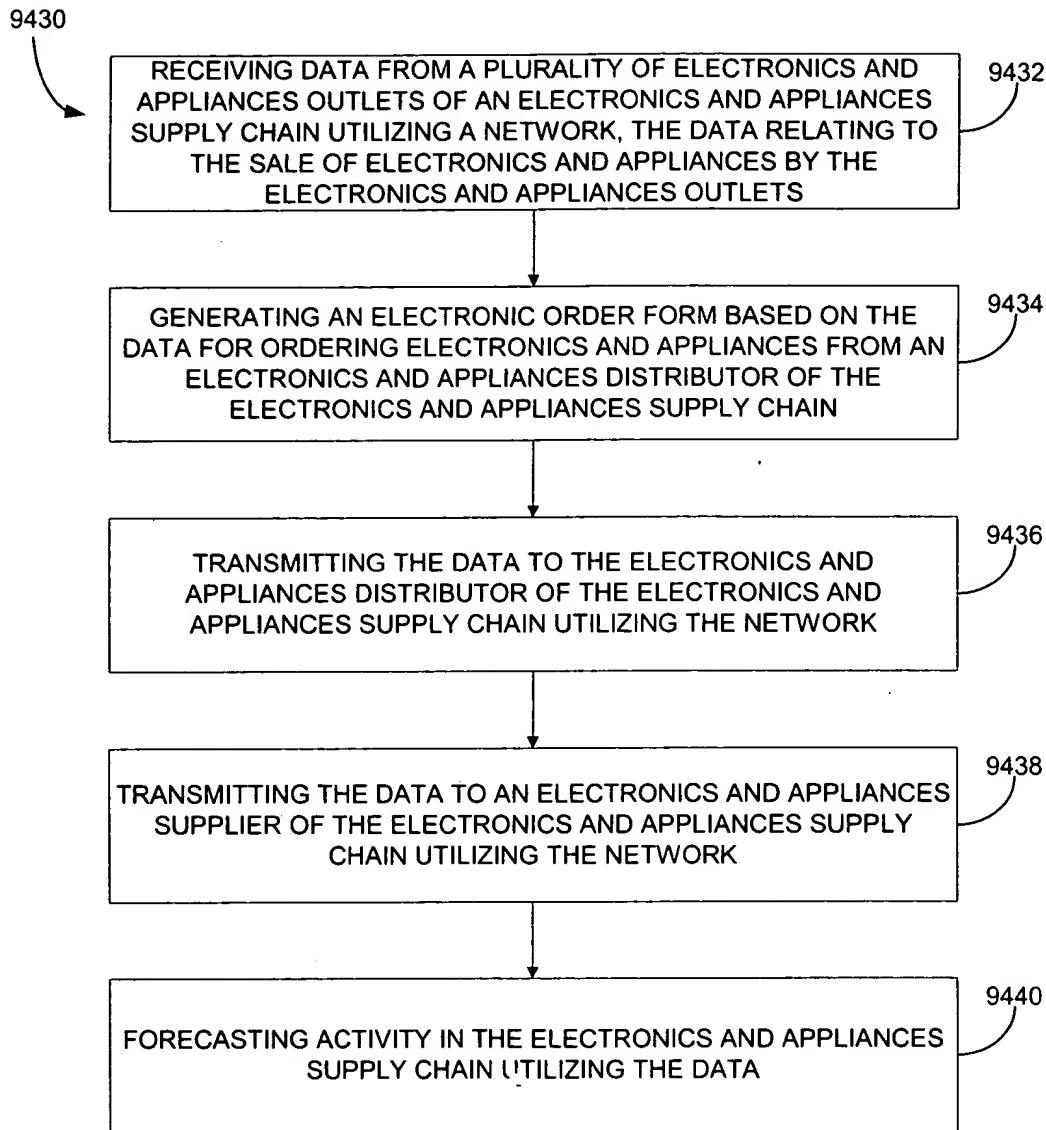
TOESENSE® D000000000000000



**FIG. 92**

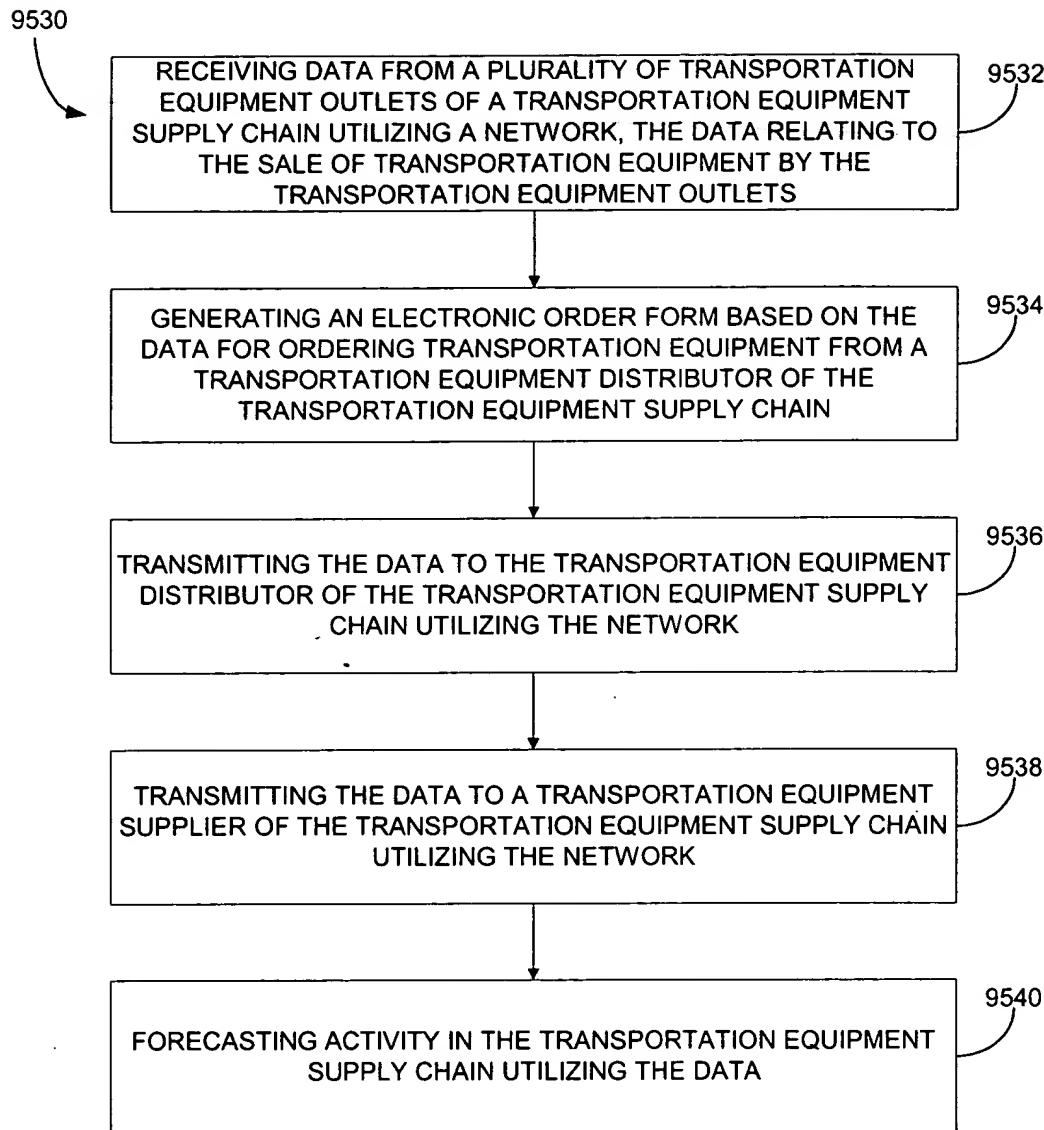


**FIG. 93**

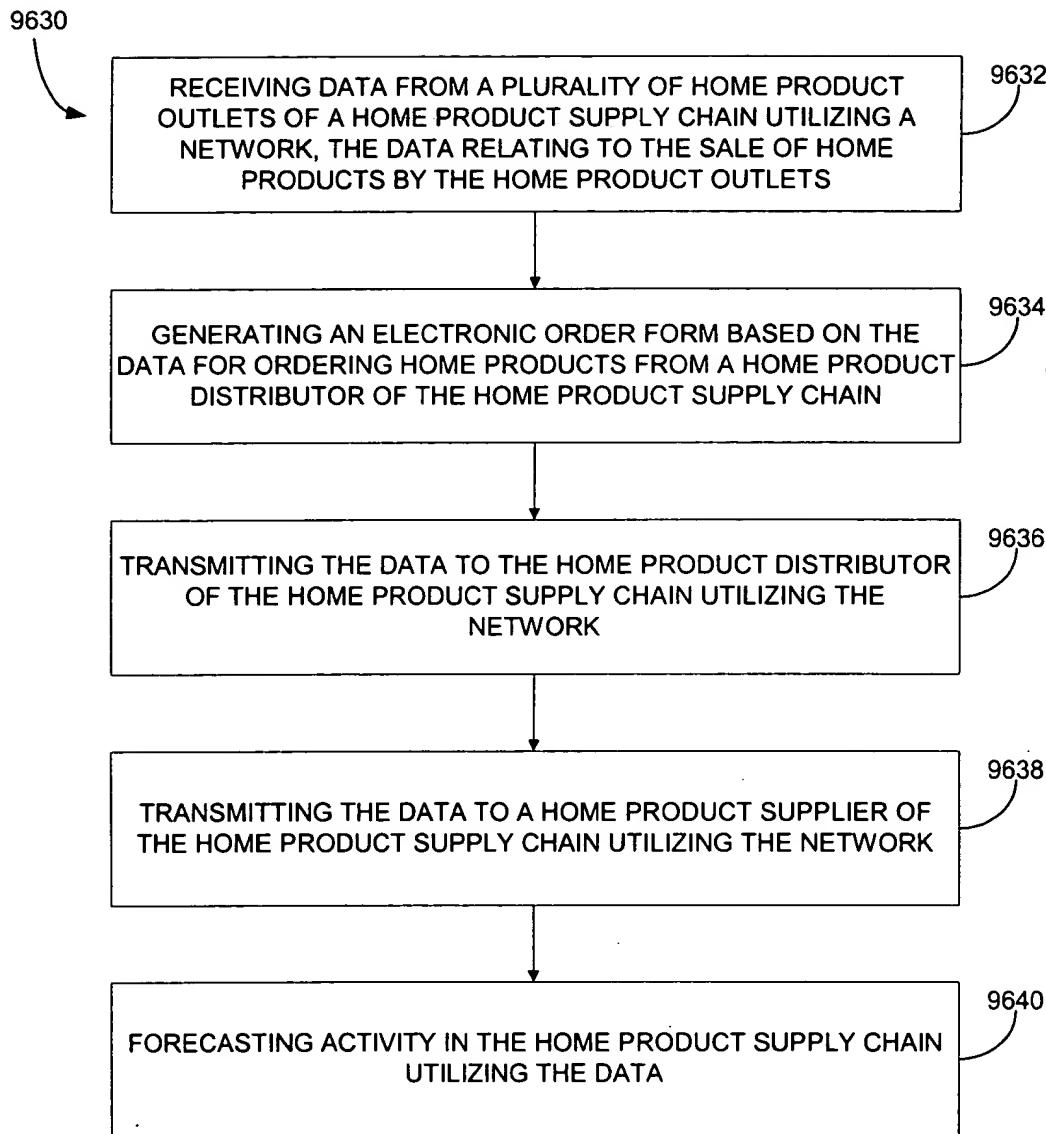


**FIG. 94**

TRANSACTION PROCESS

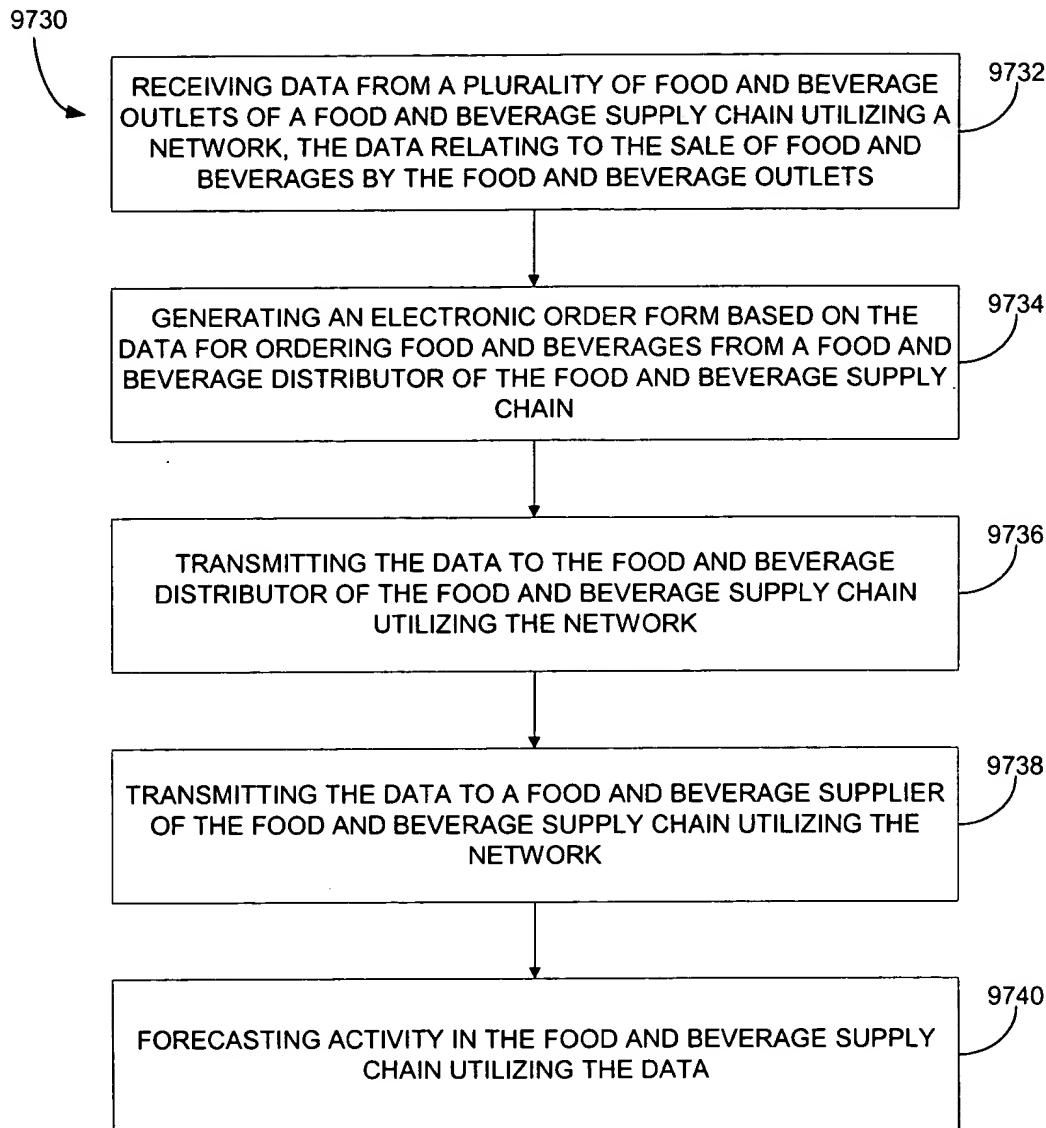


**FIG. 95**

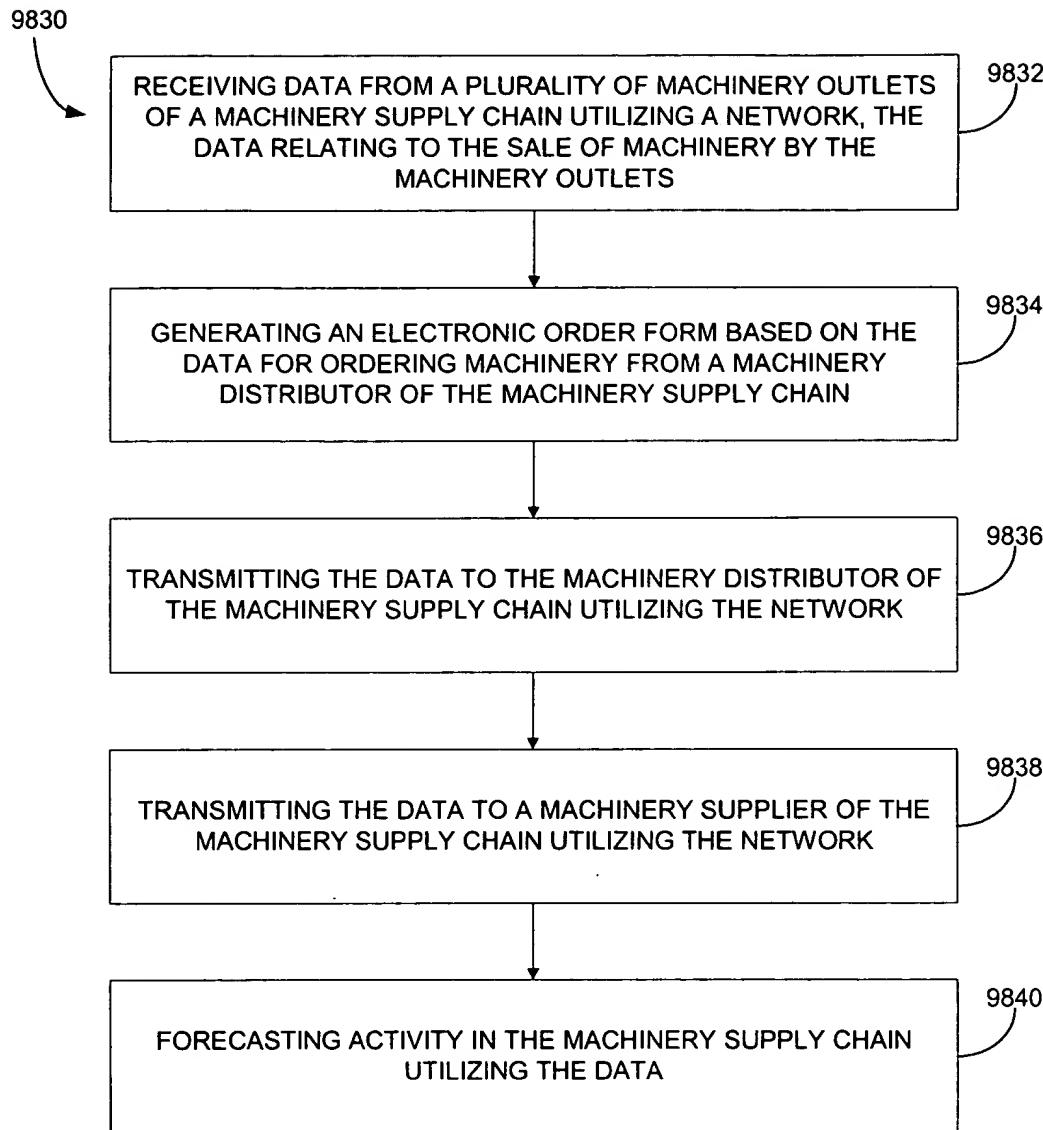


**FIG. 96**

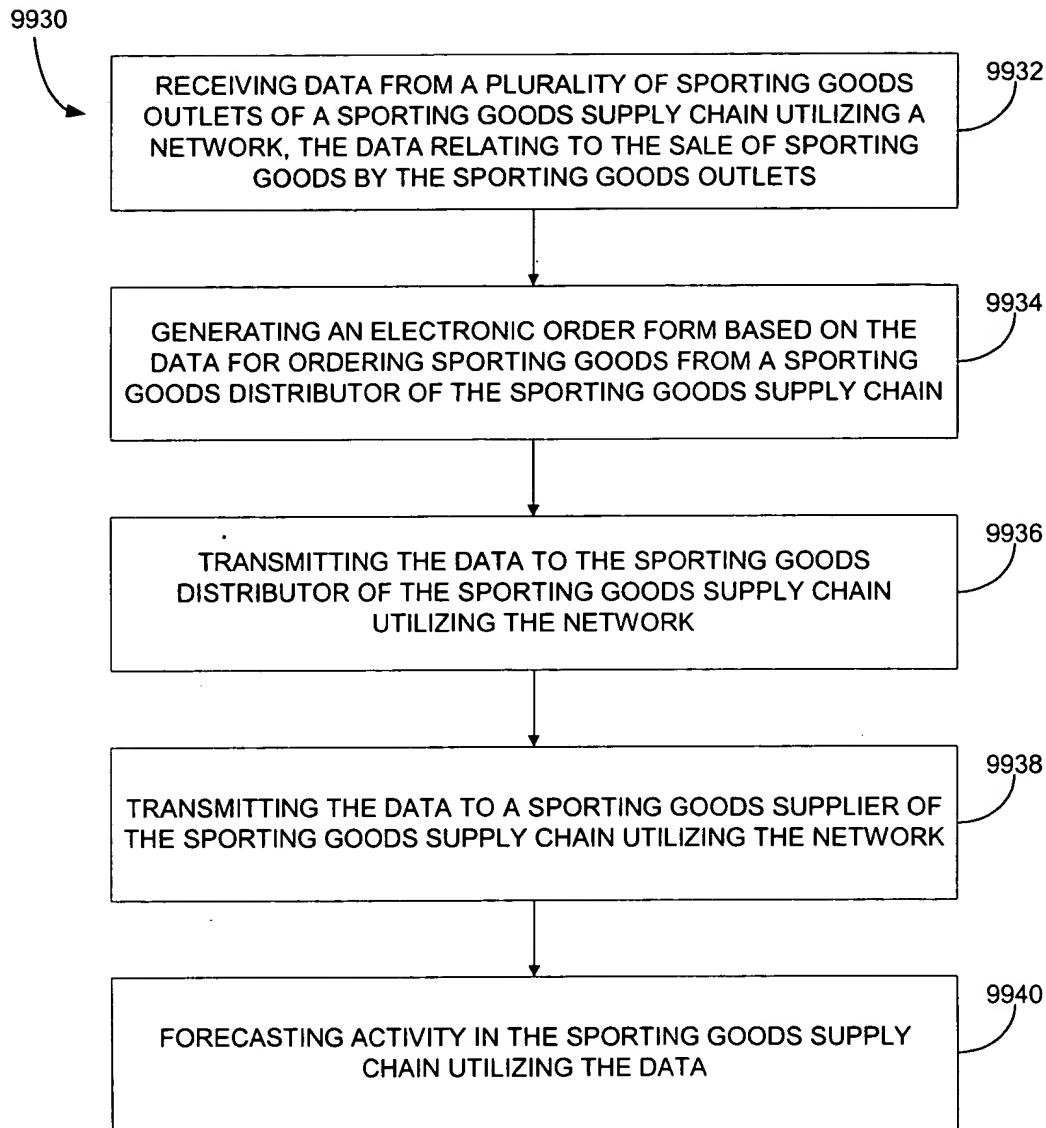
TOP SECRET//REFUGEE



**FIG. 97**

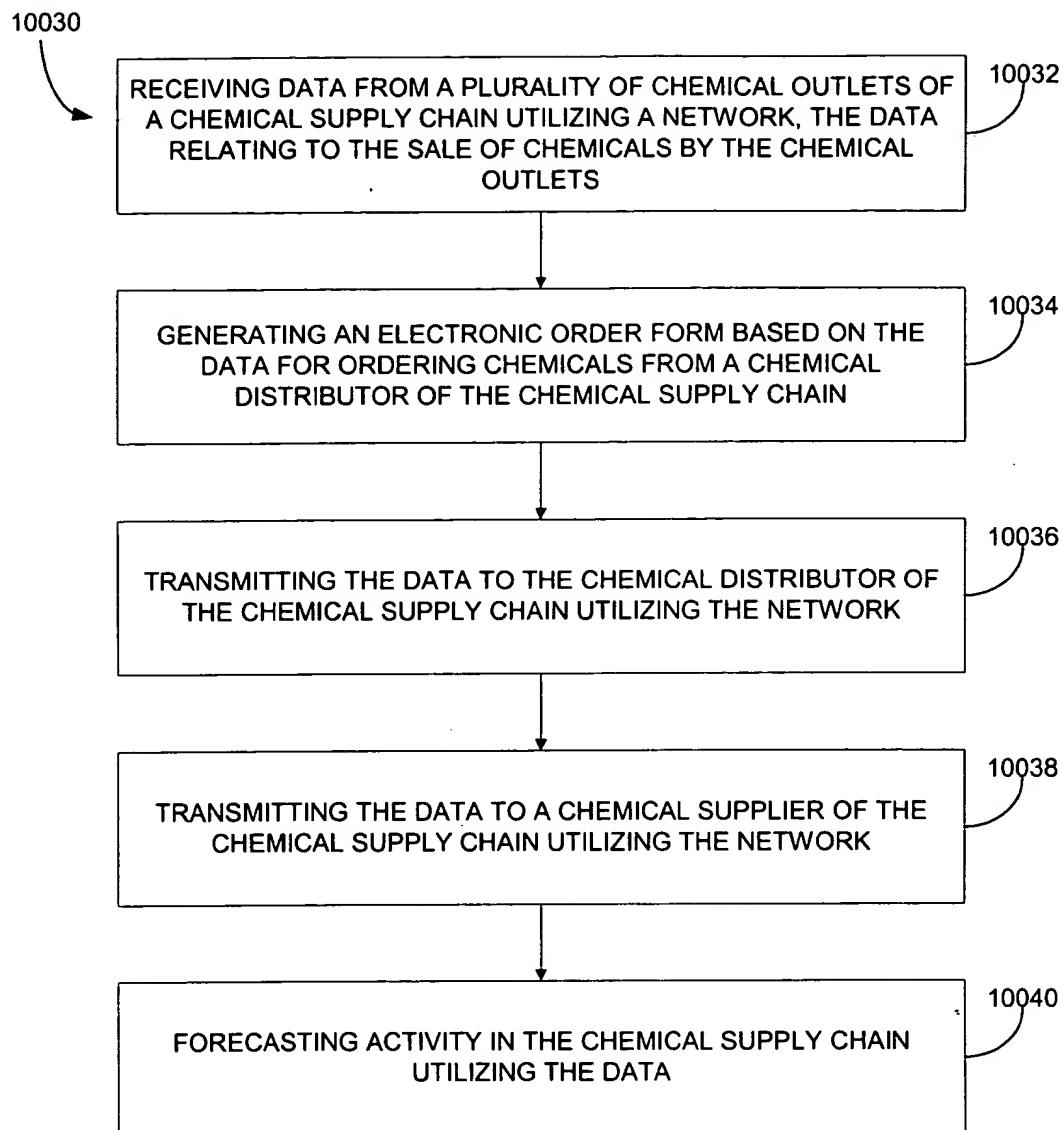


**FIG. 98**



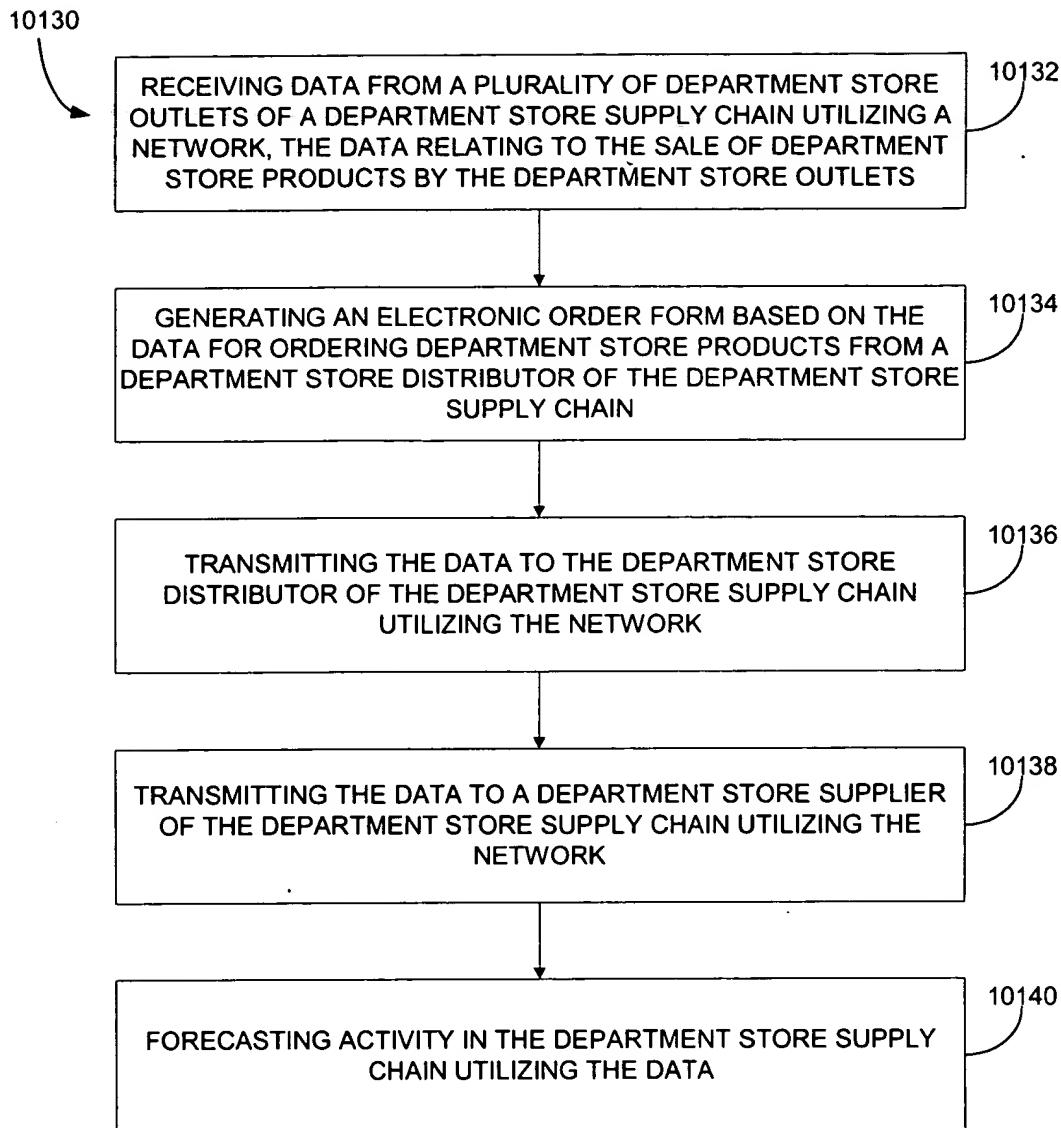
**FIG. 99**

10030 10032  
10034 10036  
10038 10040



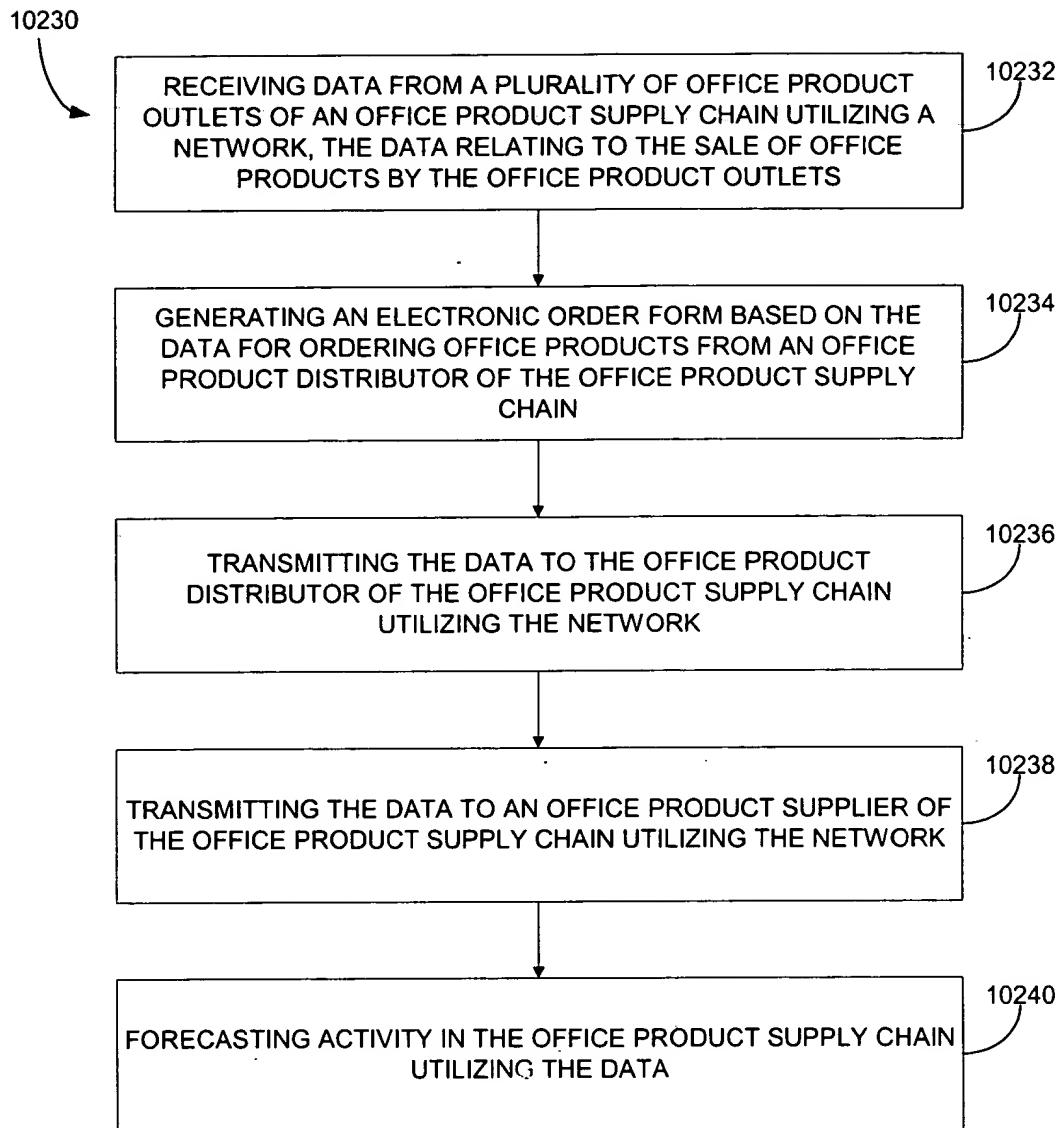
**FIG. 100**

062452630 - 022201



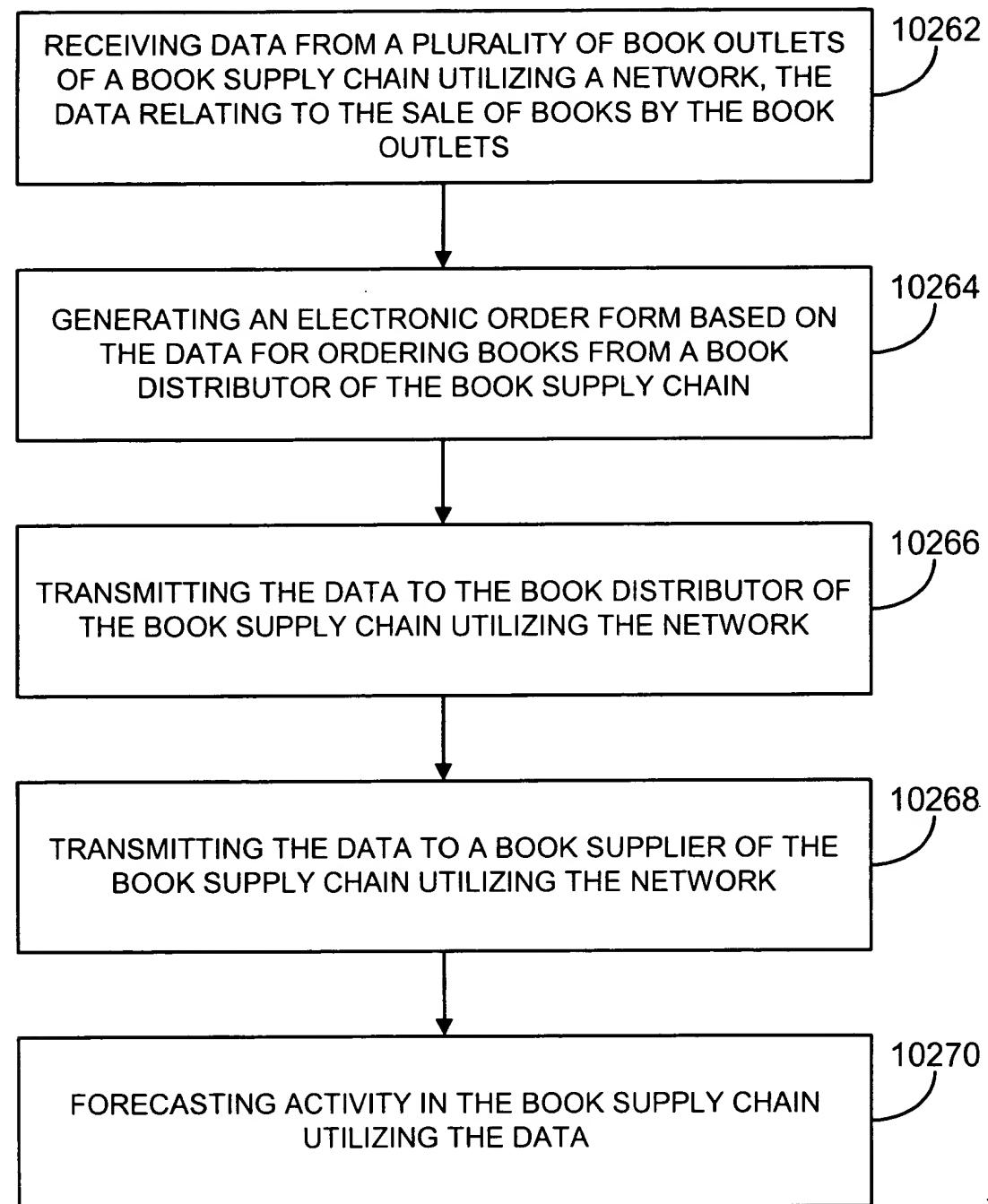
**FIG. 101**

00000000000000000000



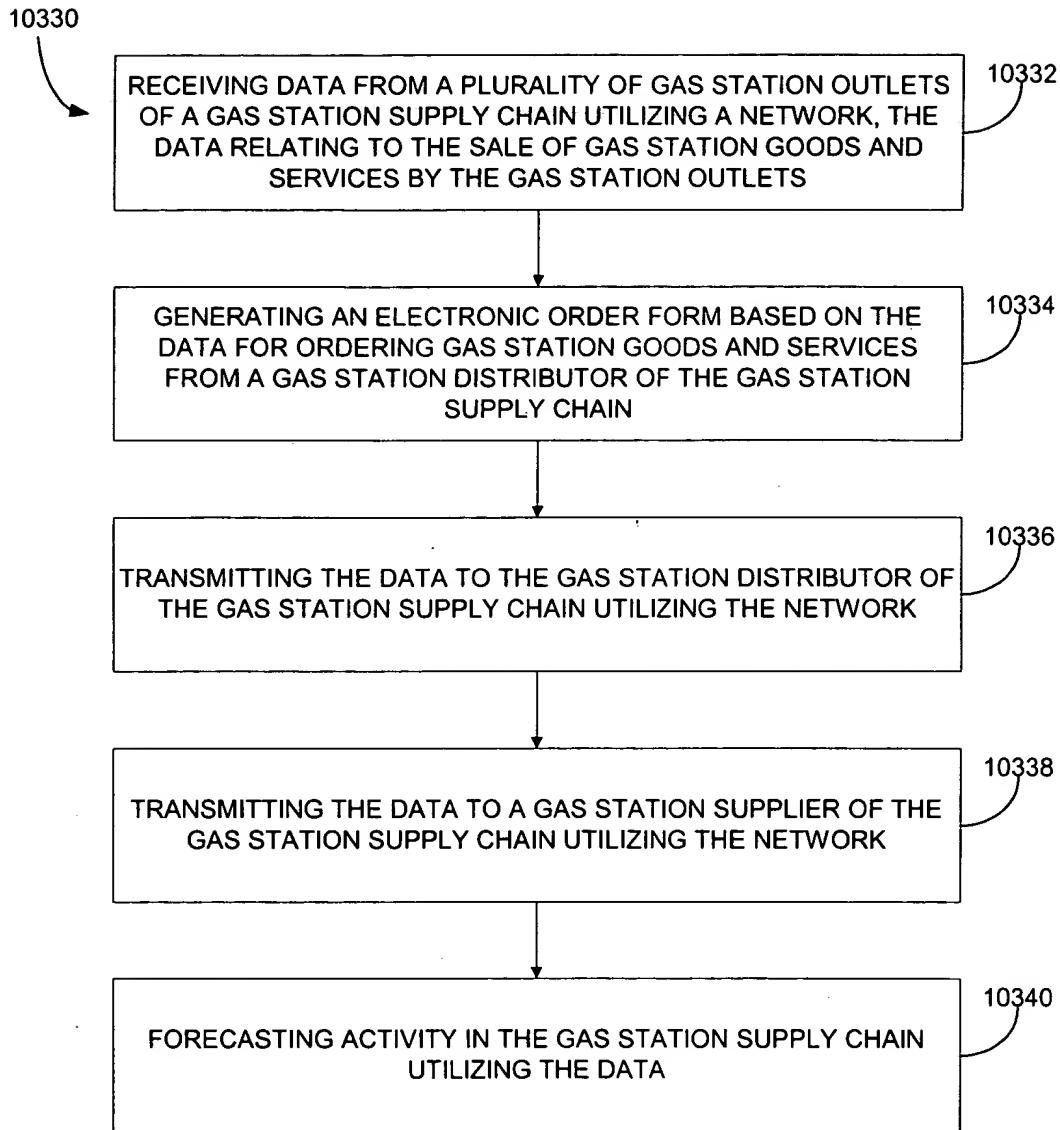
**FIG. 102A**

10260

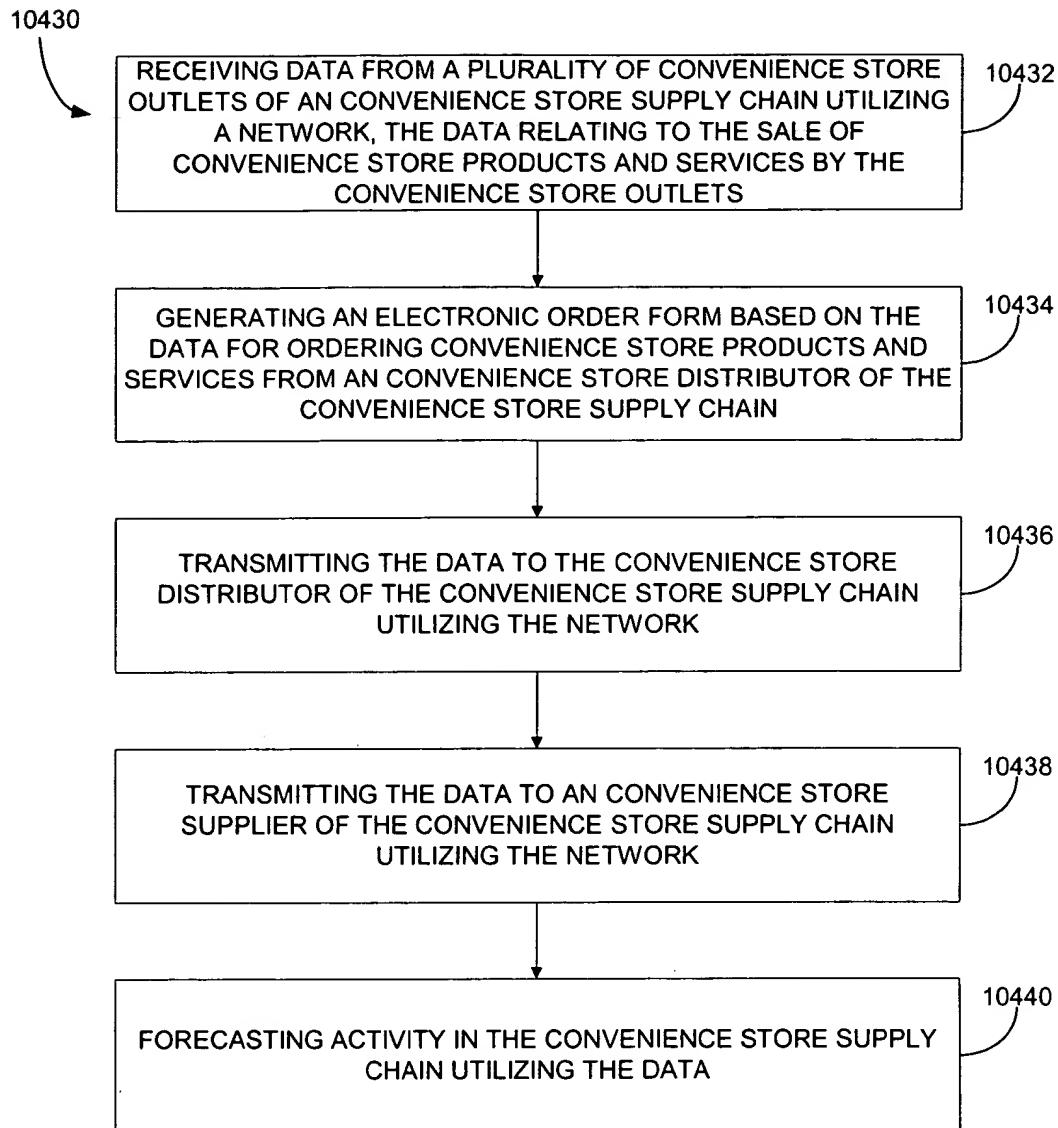


**FIG. 102B**

FIGURE 103



**FIG. 103**

**FIG. 104A**

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF  
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

10462

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR  
OF THE TOY SUPPLY CHAIN

10464

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF  
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10466

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY  
SUPPLY CHAIN UTILIZING THE NETWORK

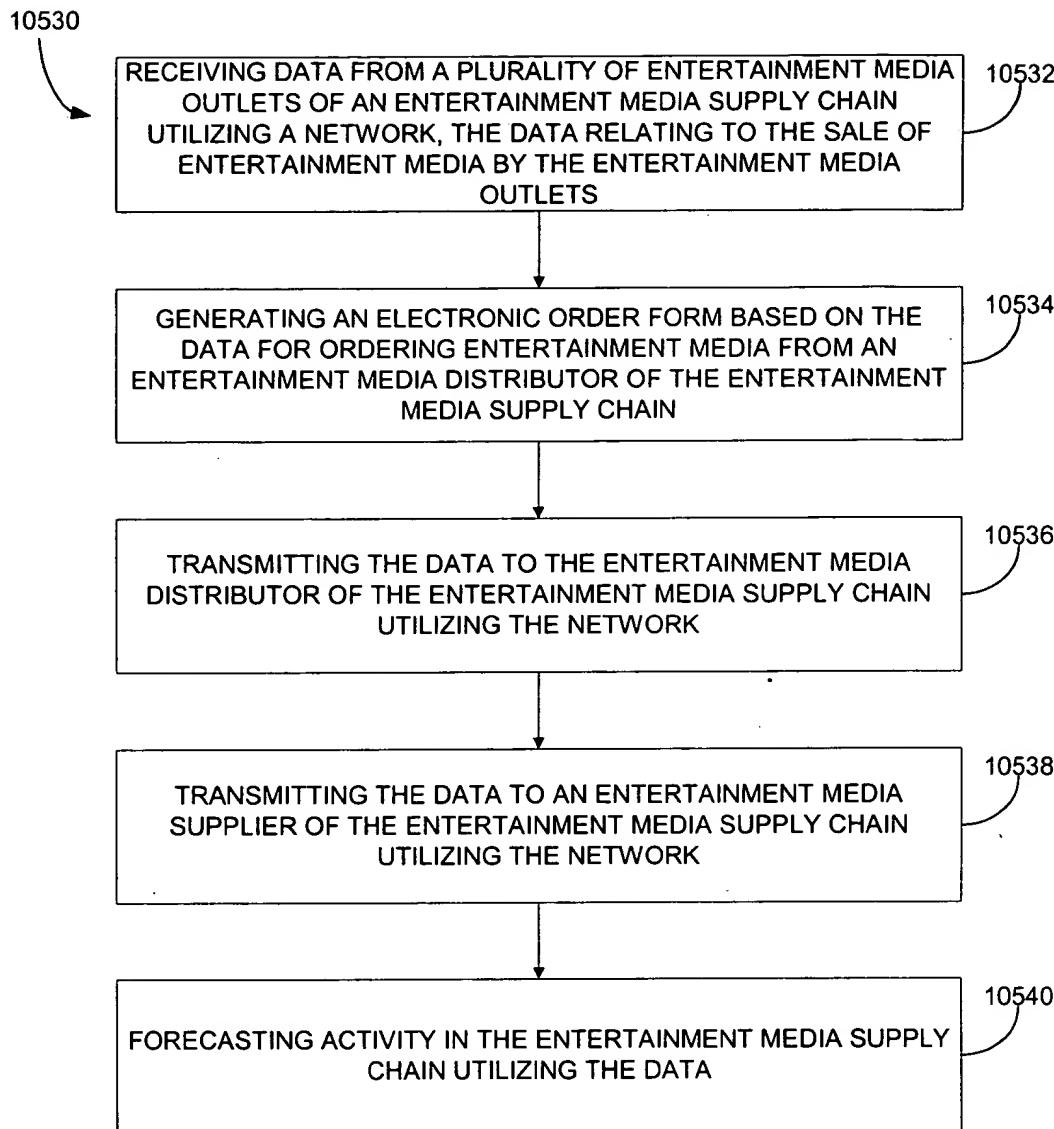
10468

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN  
UTILIZING THE DATA

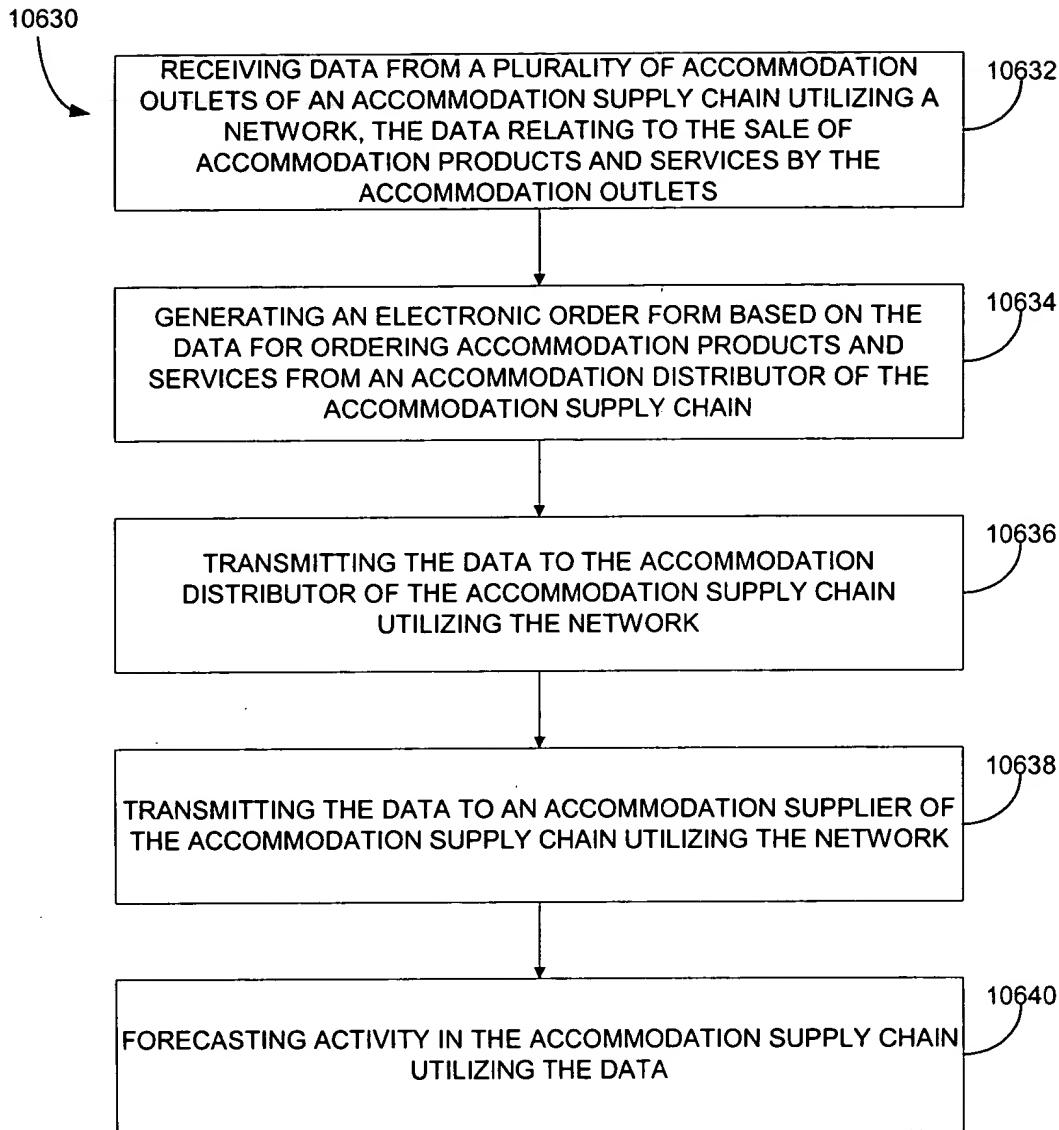
10470

**FIG. 104B**

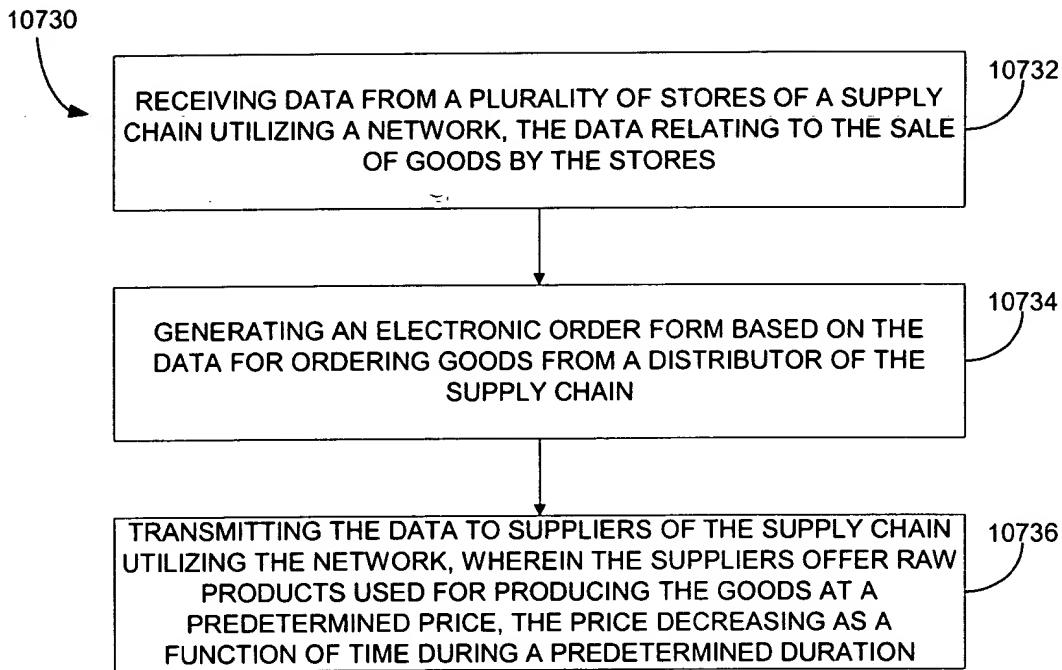
T0025000000000000000000000000000



**FIG. 105**

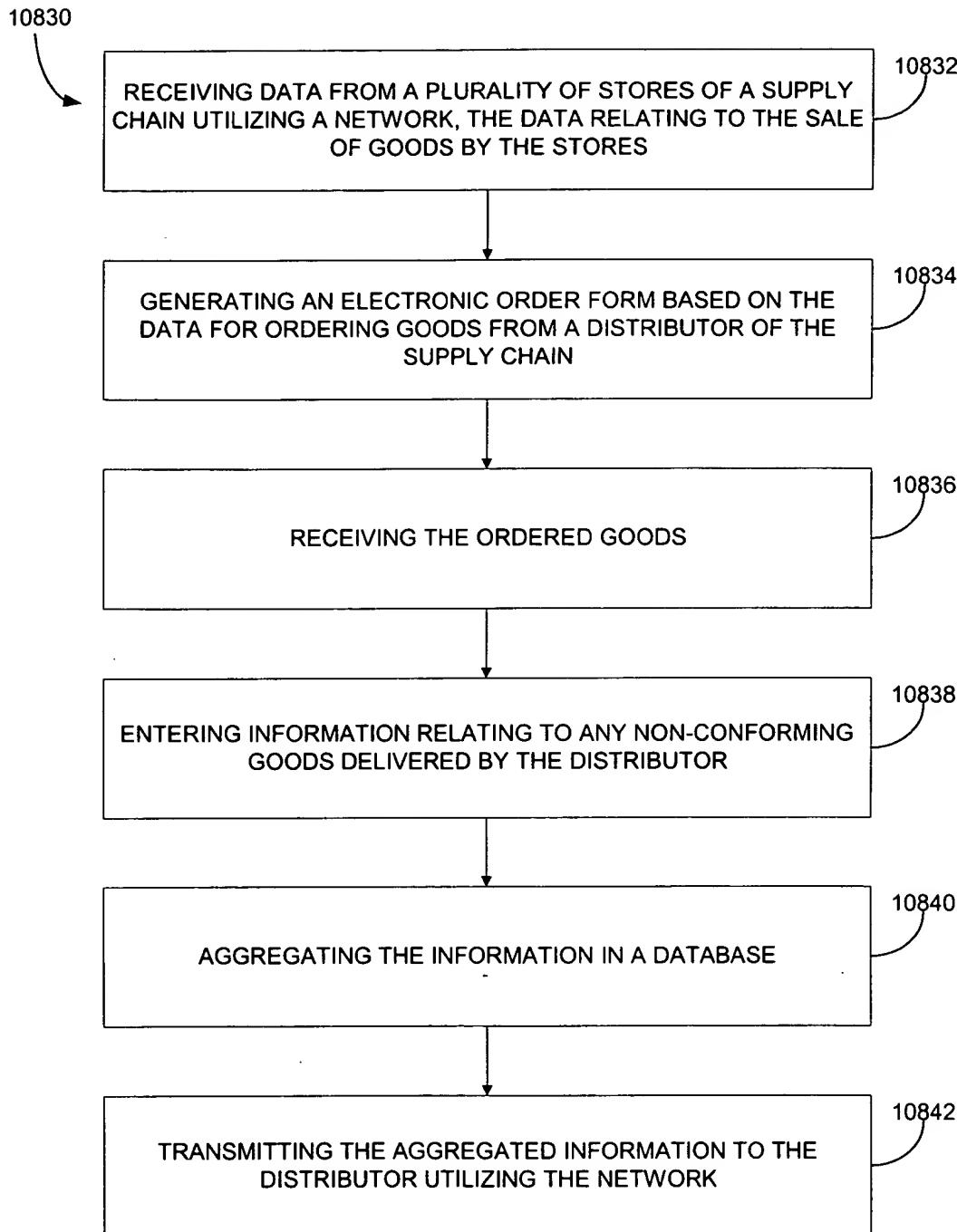


**FIG. 106**



**FIG. 107**

PROCESSED = 0000000000



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

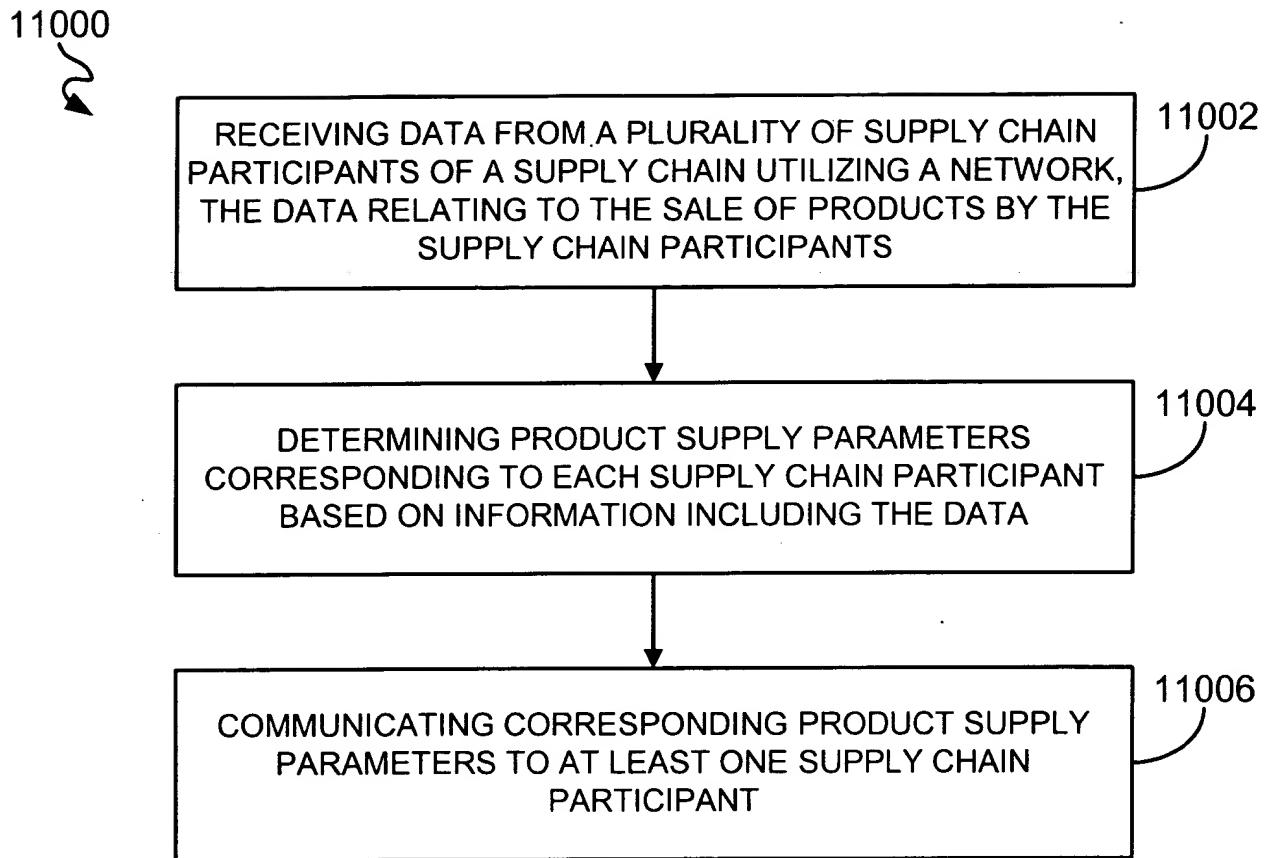
PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

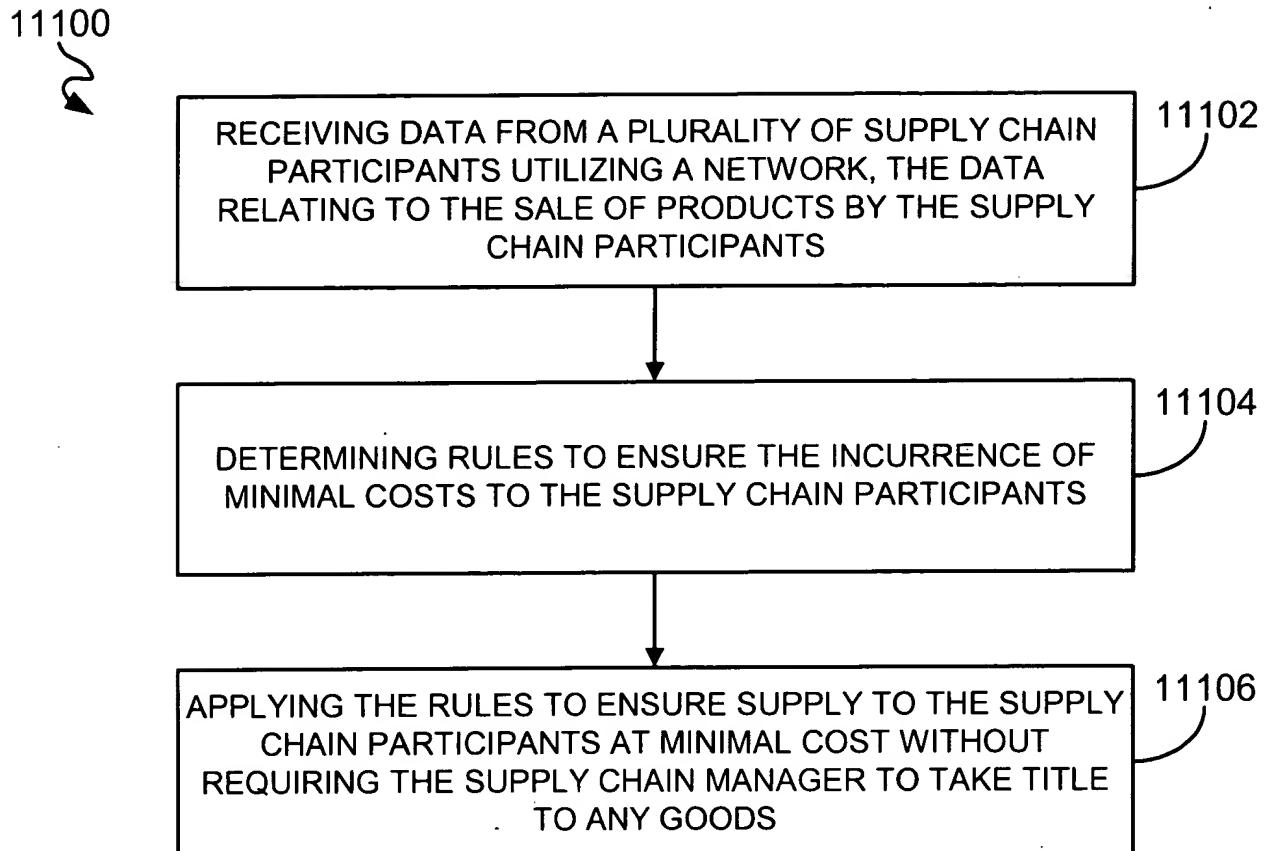
ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

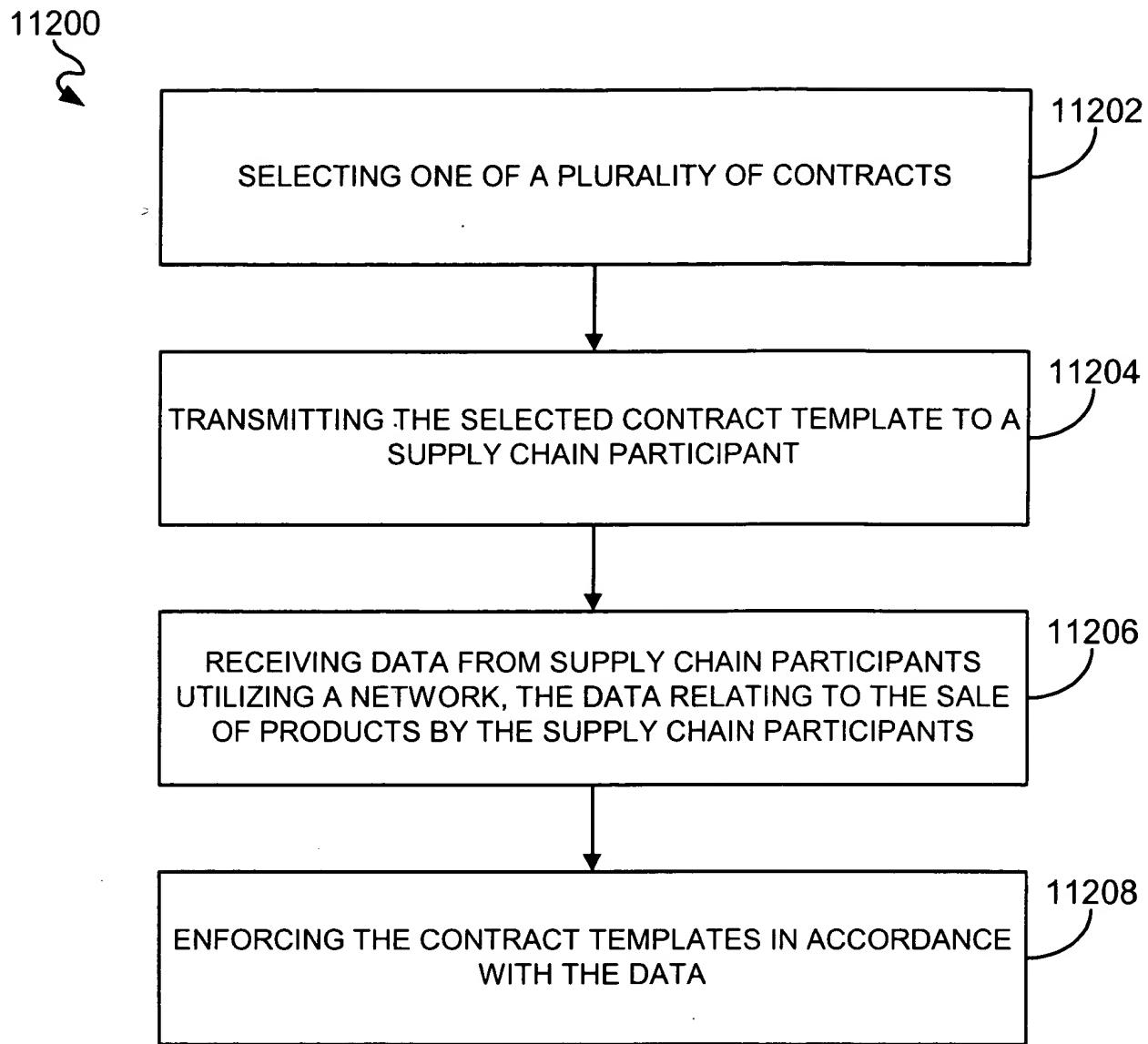
**FIG. 109**



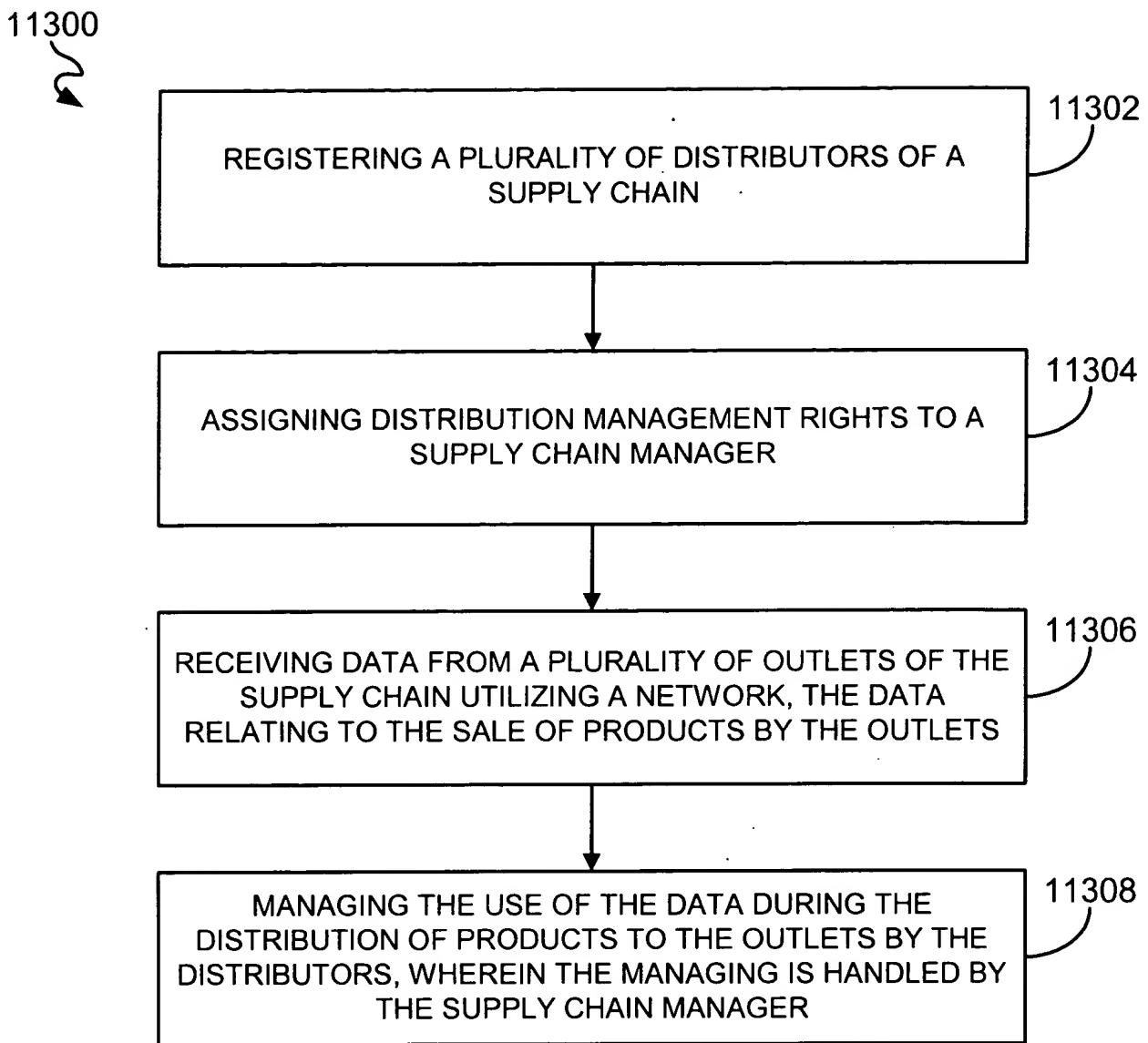
**FIG. 110**



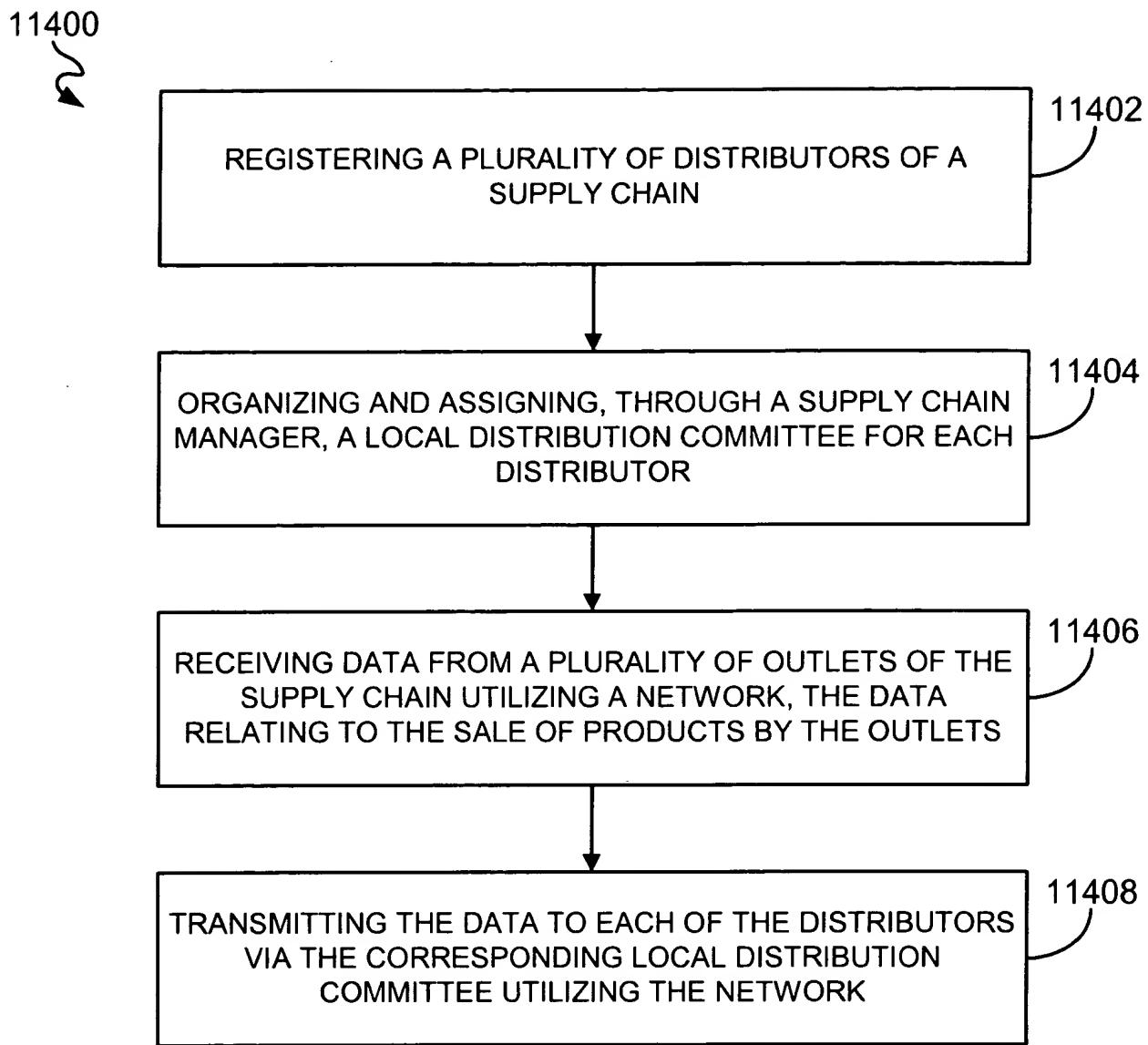
**FIG. 111**



**FIG. 112**



**FIG. 113**



**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

11506

11508

11510

11512

**FIG. 115**

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

**FIG. 116**

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

PROCESSING THE DATA

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

11702

11704

11706

11708

**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A  
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A  
PREDETERMINED PRODUCT

ORDERING THE PREDETERMINED PRODUCT FROM THE  
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN  
PARTICIPANTS UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN  
PARTICIPANTS

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE  
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE  
INVOICE REFLECTS A SECOND PRICE FOR THE  
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM  
THE FIRST PRICE

11802

11804

11806

11808

**FIG. 118**

TO BE DELETED

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

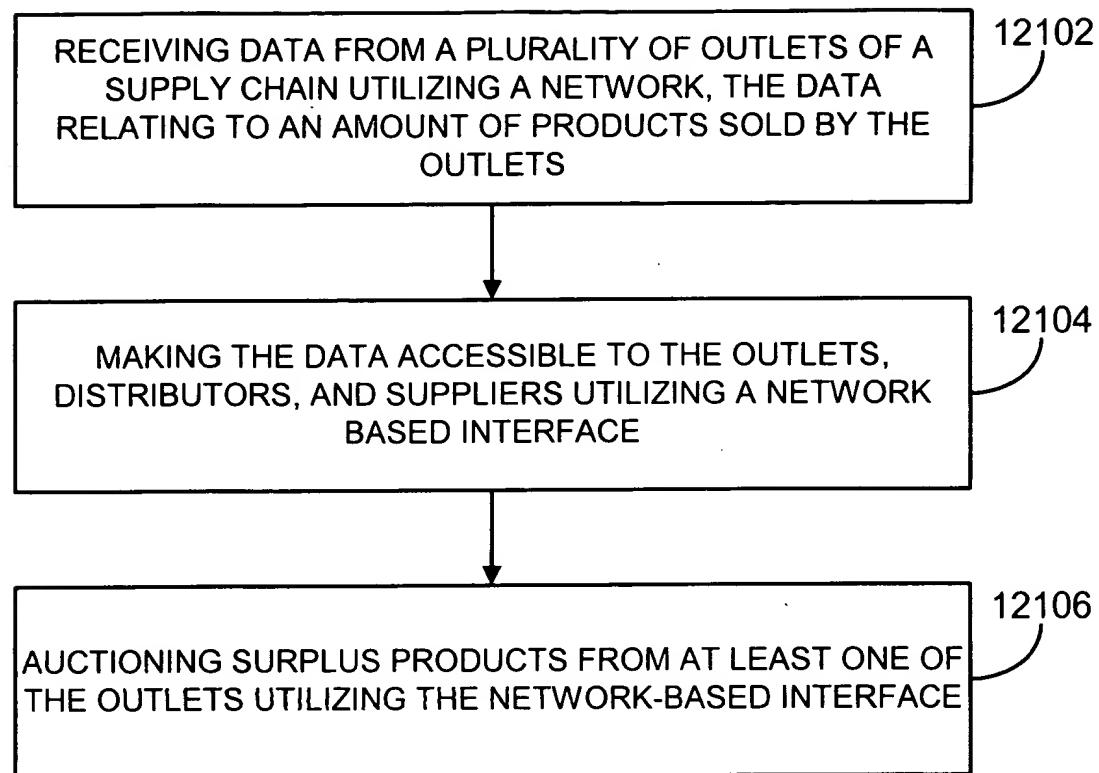
12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100



**FIG. 121**

卷之三

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE EQUIPPED TO HANDLE SECURE  
SOCKETS LAYER (SSL) PROTOCOL

12206

**FIG. 122**

050715320 - 002001

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

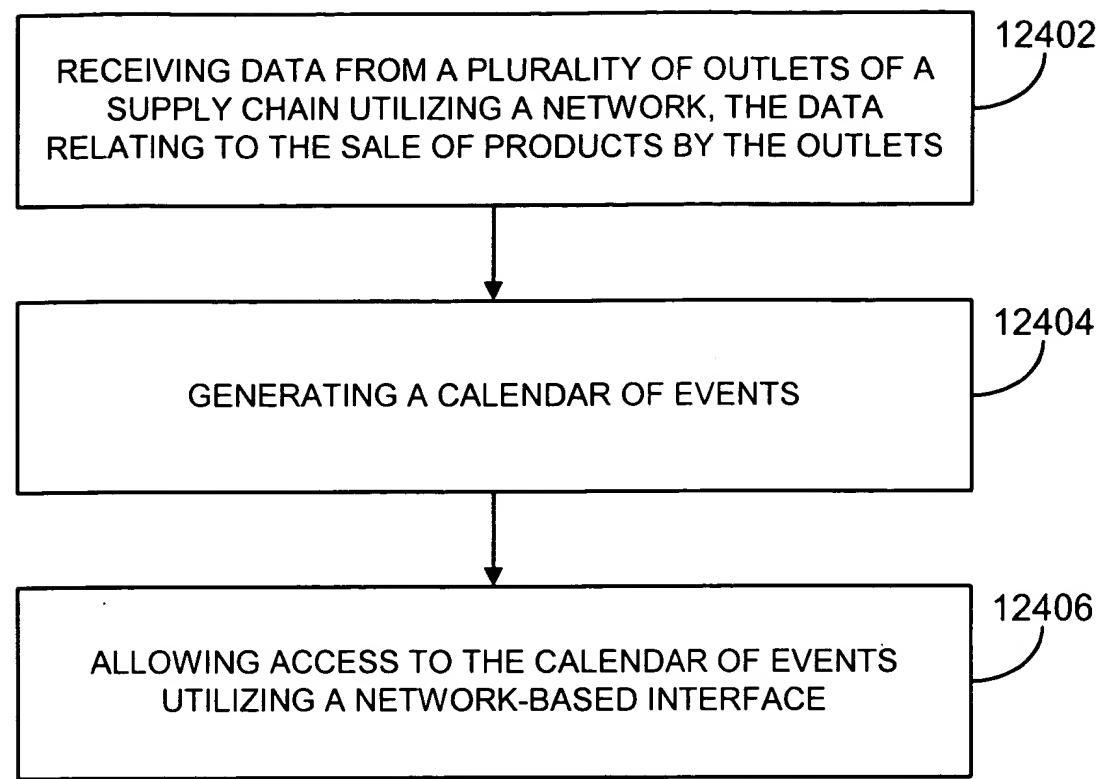
ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

12306

**FIG. 123**

09815830-032301

12400

**FIG. 124**

12500

12502

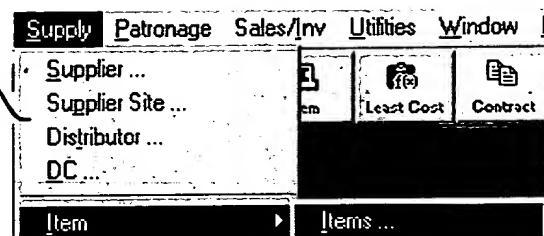


FIG. 125

12600

12602



FIG. 126

12700

12702

A screenshot of an item entry form. It includes fields for 'Item Desc' (with a dropdown arrow), 'Item Number' (with a dropdown arrow), 'Product Cat Code' (with a dropdown arrow), 'Status Code' (set to 'Active' with a dropdown arrow), and 'Item Rank' (with a dropdown arrow).

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

ITEMS REQUESTED

12900



**FIG. 129**

13000

<b>Supplier Item Desc:</b>			<b>Item No:</b>		
<b>Current Status:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No		<b>Tie Qty:</b>		
<b>Items per Case:</b>	5000		<b>High Qty:</b>		
<b>Innerpack Contents:</b>	5/1000		<b>Cases Per Pallet:</b>		
<b>Item Size:</b>			<b>Stacking Allowed:</b>		
<b>Case Length:</b>			<b>Universal Product Code:</b>		
<b>Case Width:</b>			<b>Cases Per Truckload:</b>	1350	
<b>Case Depth:</b>			<b>Net Weight:</b>	39.00	
<b>Case Dimension U/M:</b>	INCH(S)		<b>Gross Weight:</b>	39.00	
<b>Item Cube:</b>	0.95	CUBIC FEET	<b>Weight U/M:</b>	POUND(S)	
<b>Item Shelf Life:</b>			<b>BarCode:</b>		

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b> TYSON FOODS - NEW HOLLAND, PA		

13102

**FIG. 131**

7/26/2010 10:39:51 AM

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	
<b>Status:</b>	Active	<input checked="" type="checkbox"/> <input type="checkbox"/>
	<b>Railroad Name:</b>	<input type="checkbox"/>
	<b>Rail Sidings:</b>	<input type="checkbox"/>

**FIG. 132**

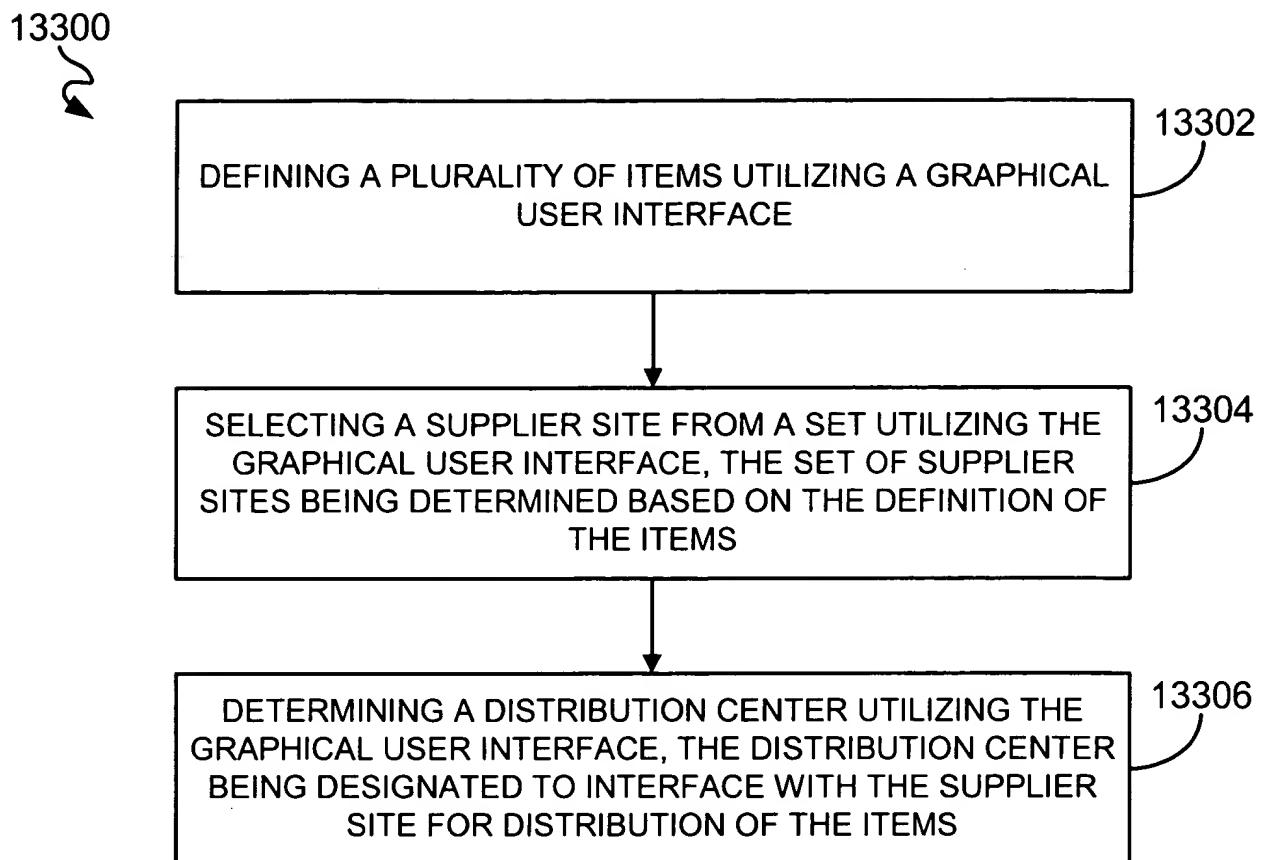


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

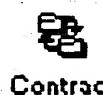
13700

Contr	LB	Trk	Routing
96	83,600	2.0 TL	
96	215,040	5.1 TL	

**FIG. 137**

13800

13900



Contract

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

**FIG. 138****FIG. 139**

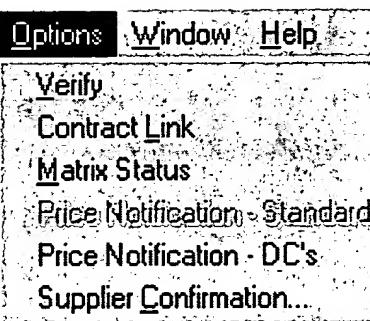
14000

14200

Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140****FIG. 142**

14100

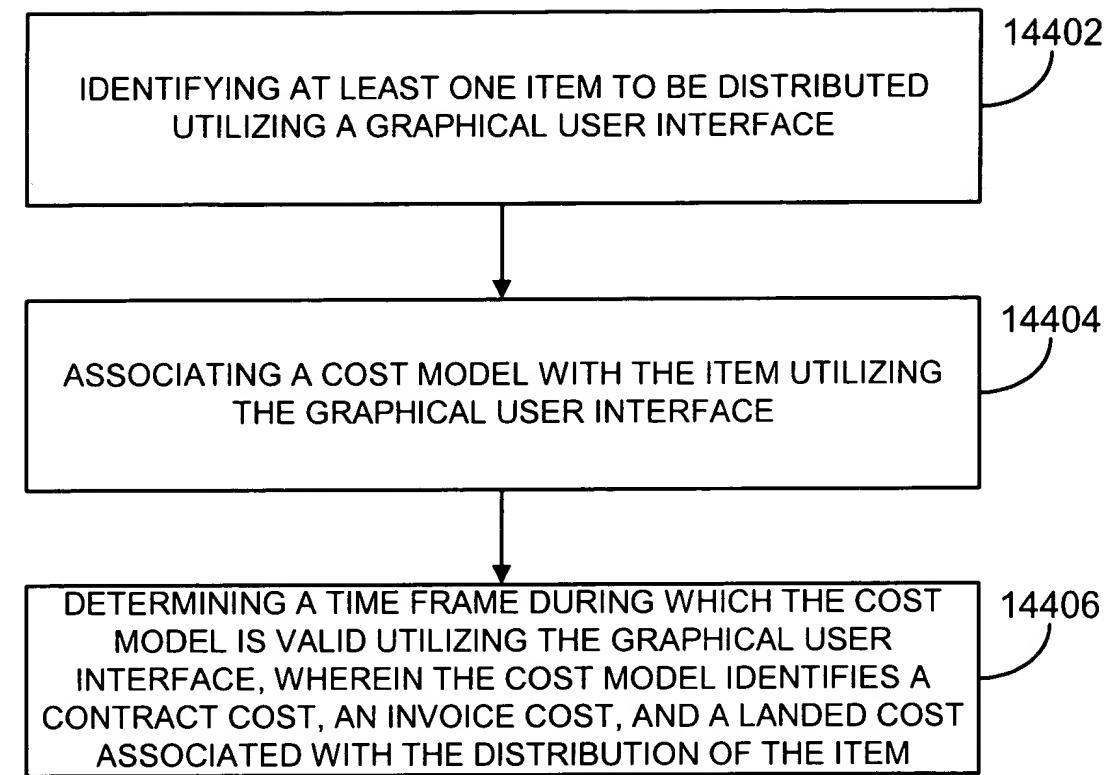
**FIG. 141**

14300

Cost	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

**FIG. 143**

14400

**FIG. 144**

14500



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh  Current Buyer Name: Chris Stainton

**FIG. 146**

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date <input checked="" type="checkbox"/>
Payment Terms:	Net 10 <input type="checkbox"/>

**FIG. 147**

14800



**FIG. 148**

14900



**FIG. 149**

15000



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



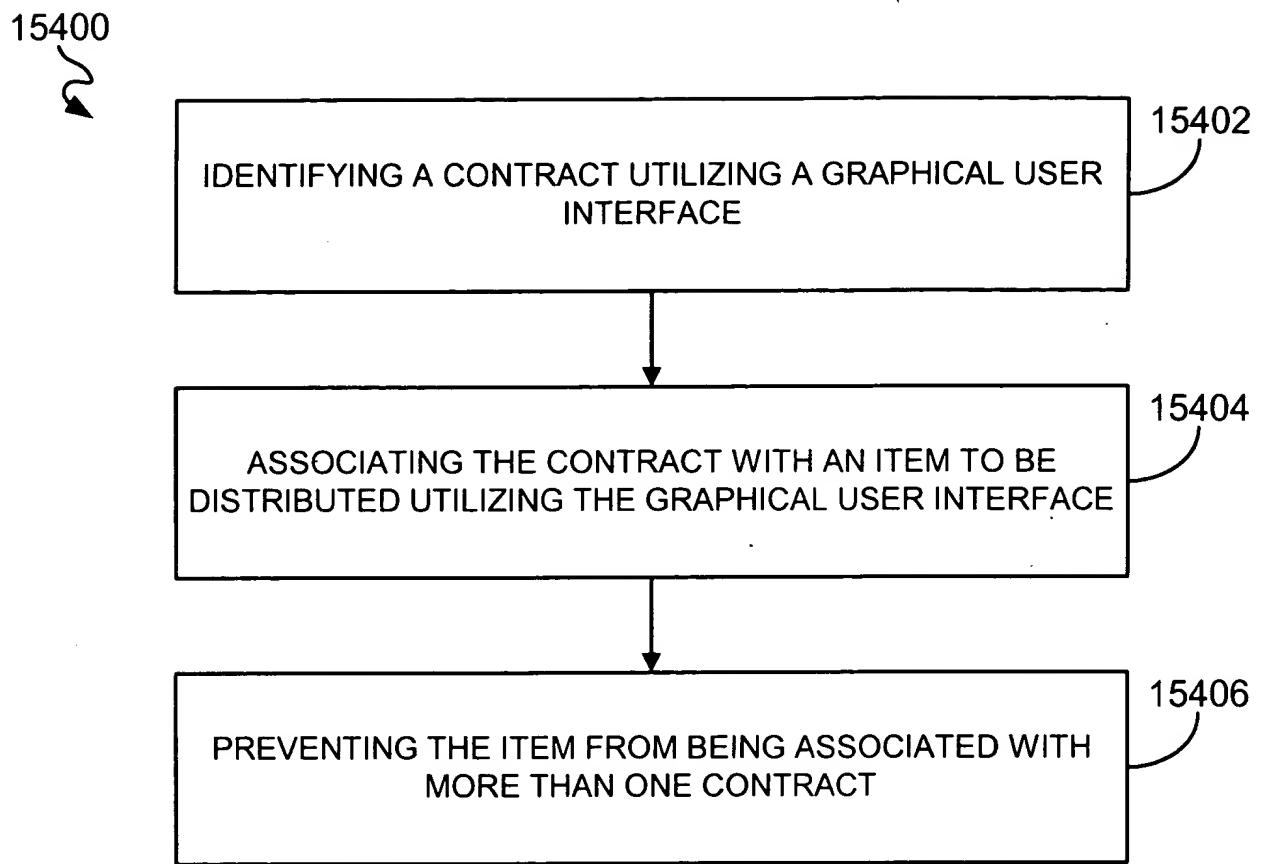
FIG. 152

15300

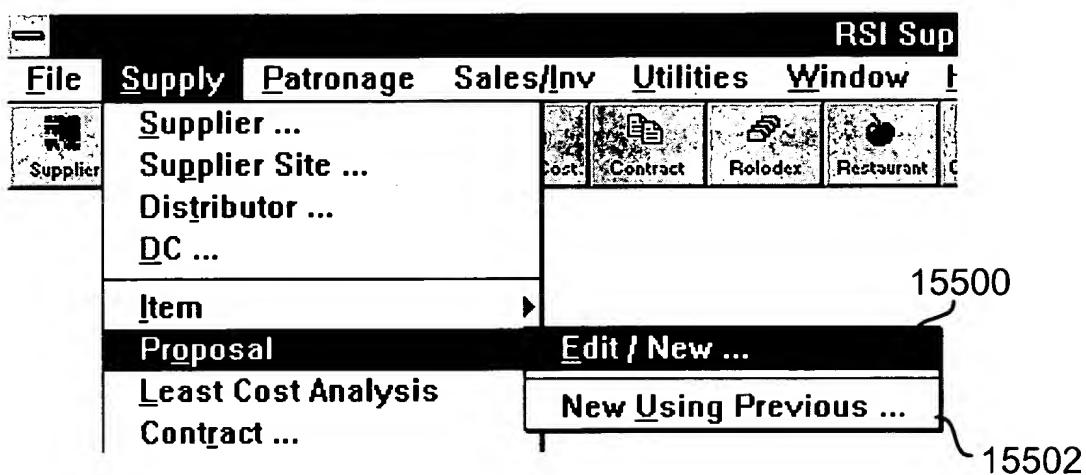


FIG. 153

15100 - 15200 - 15300



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

Proposal ID: 1021

Proposal Name: Foam Hot Cups & Polystyrene Lids

Buyer Name: Dennis Clabby

Proposal Due Date: 06/12/97

Contract Begin Date: 07/01/97

Contract End Date: 06/30/98

**Actions**

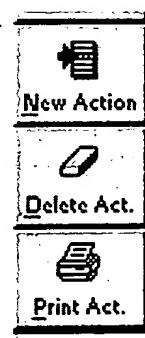
# Date Action Description:

1 05/28/97 Sent this bid to Dart and also sent a request for information to WinCup.

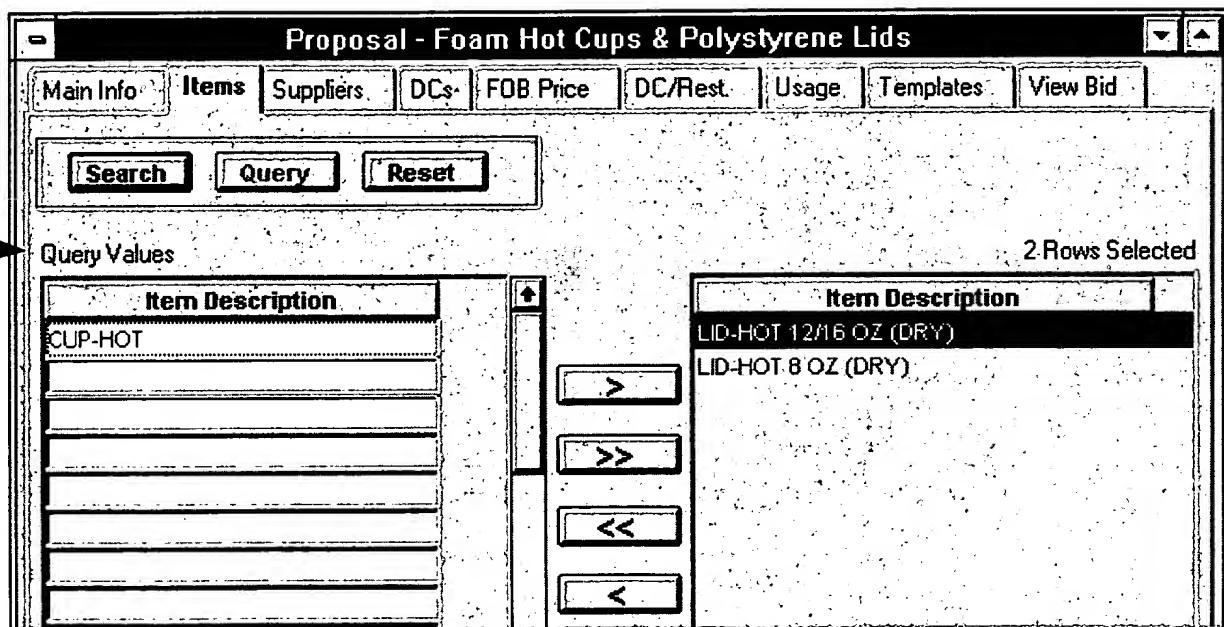
**FIG. 156**

09815830 - 032301

15700

**FIG. 157**

15800

**FIG. 158**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	Recreate Bid														
	<b>Search</b> <b>Query</b> <b>Reset</b>																					
6 Rows Found																						
<table border="1"><thead><tr><th>Item Description</th><th>DRY</th></tr></thead><tbody><tr><td>CUP-HOT 12 OZ (PAPER)</td><td>DRY</td></tr><tr><td>CUP-HOT 16 OZ (PAPER)</td><td>DRY</td></tr><tr><td>CUP-HOT 8 OZ (PAPER)</td><td>DRY</td></tr></tbody></table>				Item Description	DRY	CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 8 OZ (PAPER)	DRY	15902	<table border="1"><thead><tr><th>Item Description</th></tr></thead><tbody><tr><td>CUP-HOT 12 OZ (DRY)</td></tr><tr><td>CUP-HOT 16 OZ (500 CT) (DRY)</td></tr><tr><td>CUP-HOT 8 OZ (DRY)</td></tr><tr><td>LID-HOT 12/16 OZ (DRY)</td></tr><tr><td>LID-HOT 8 OZ (DRY)</td></tr></tbody></table>				Item Description	CUP-HOT 12 OZ (DRY)	CUP-HOT 16 OZ (500 CT) (DRY)	CUP-HOT 8 OZ (DRY)	LID-HOT 12/16 OZ (DRY)	LID-HOT 8 OZ (DRY)
Item Description	DRY																					
CUP-HOT 12 OZ (PAPER)	DRY																					
CUP-HOT 16 OZ (PAPER)	DRY																					
CUP-HOT 8 OZ (PAPER)	DRY																					
Item Description																						
CUP-HOT 12 OZ (DRY)																						
CUP-HOT 16 OZ (500 CT) (DRY)																						
CUP-HOT 8 OZ (DRY)																						
LID-HOT 12/16 OZ (DRY)																						
LID-HOT 8 OZ (DRY)																						
				>	15904	>>	15906															
				<<	15908	<	15908															

FIG. 159

16000

16000

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components (None Selected) Generic FOB Pricing Mayonaise Components

FIG. 160

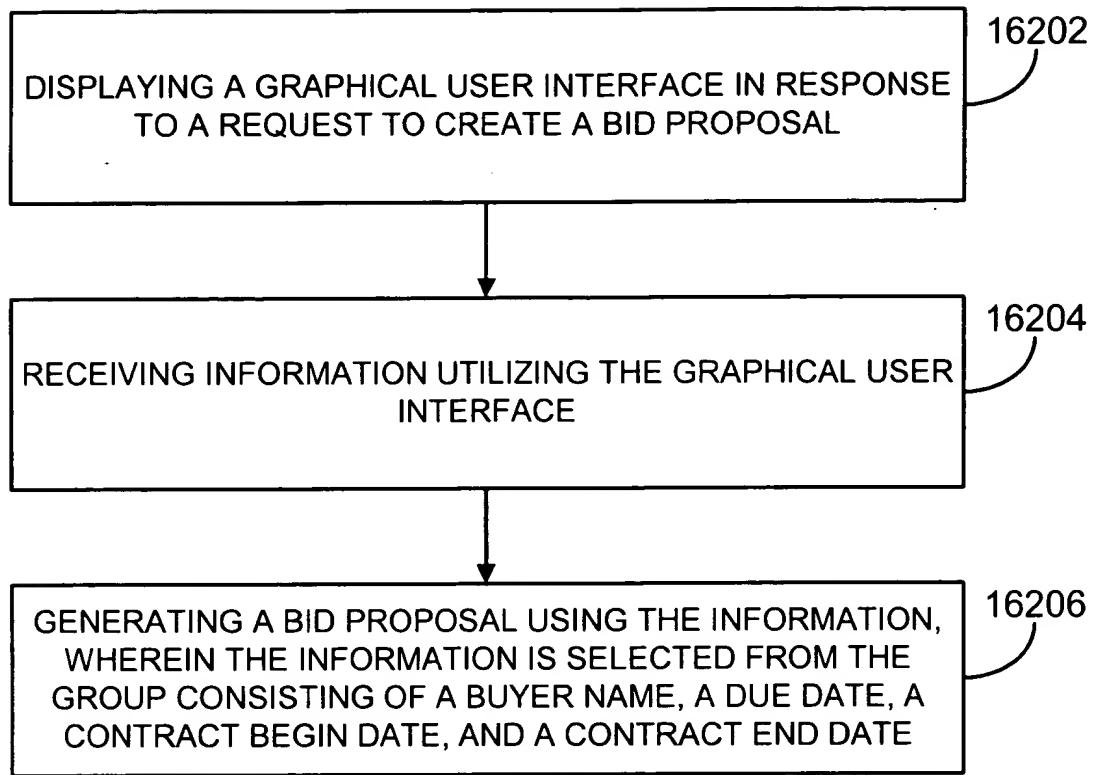
16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

**FIG. 161**

098-58320-032204

16200  
16202  
16204  
16206



**FIG. 162**

16300  
16400

16300



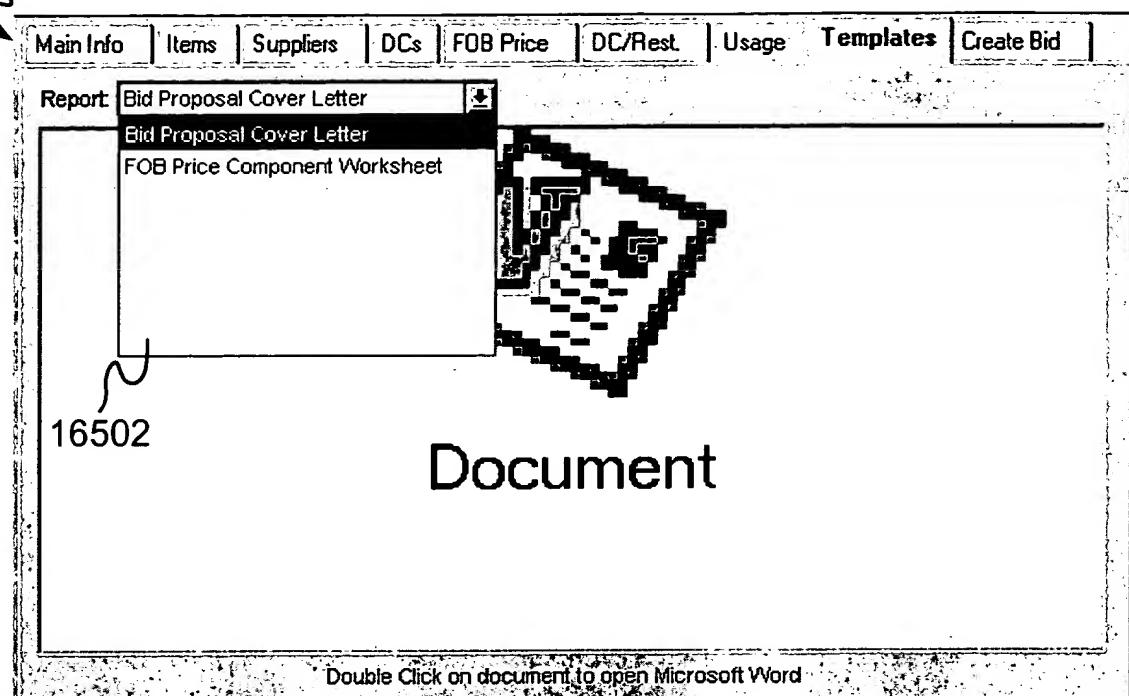
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>	<i>Y/N</i>	
Bid Proposal Cover Letter	?		Y
General Terms and Conditions	?		N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement	?		N
BK Specification Request	?		N
FOB Price Component	?		Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

**FIG. 164**

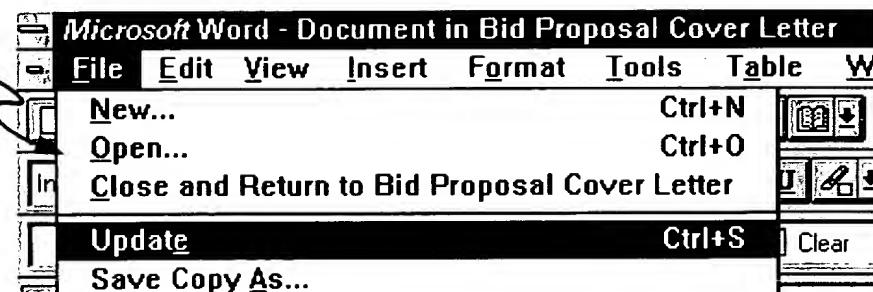
16500



**FIG. 165**

16500 - DOCUMENT

16600



**FIG. 166**

16700

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Create Bid

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General		Cost	
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> FOB Price Component Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Truckload Freight Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> LTL Freight Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary.			
Truckload Freight Worksheet <input checked="" type="checkbox"/> LTL Freight Worksheet <input checked="" type="checkbox"/>			

FIG. 167

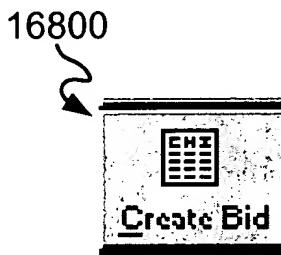


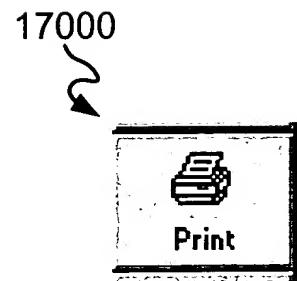
FIG. 168

16900

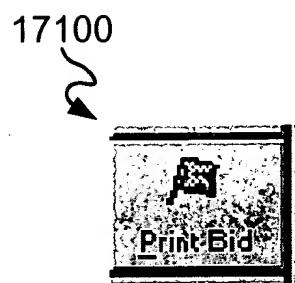
Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter FOB Price Component Worksheet General Terms & Conditions <b>Item Information Worksheet</b> LTL Freight Worksheet Sample Supply Agreement Supplier Facility Worksheet	

**Restaurant Services, Inc.**  
**Item Information Worksheet**  
 ATTY  
 DS

FIG. 169

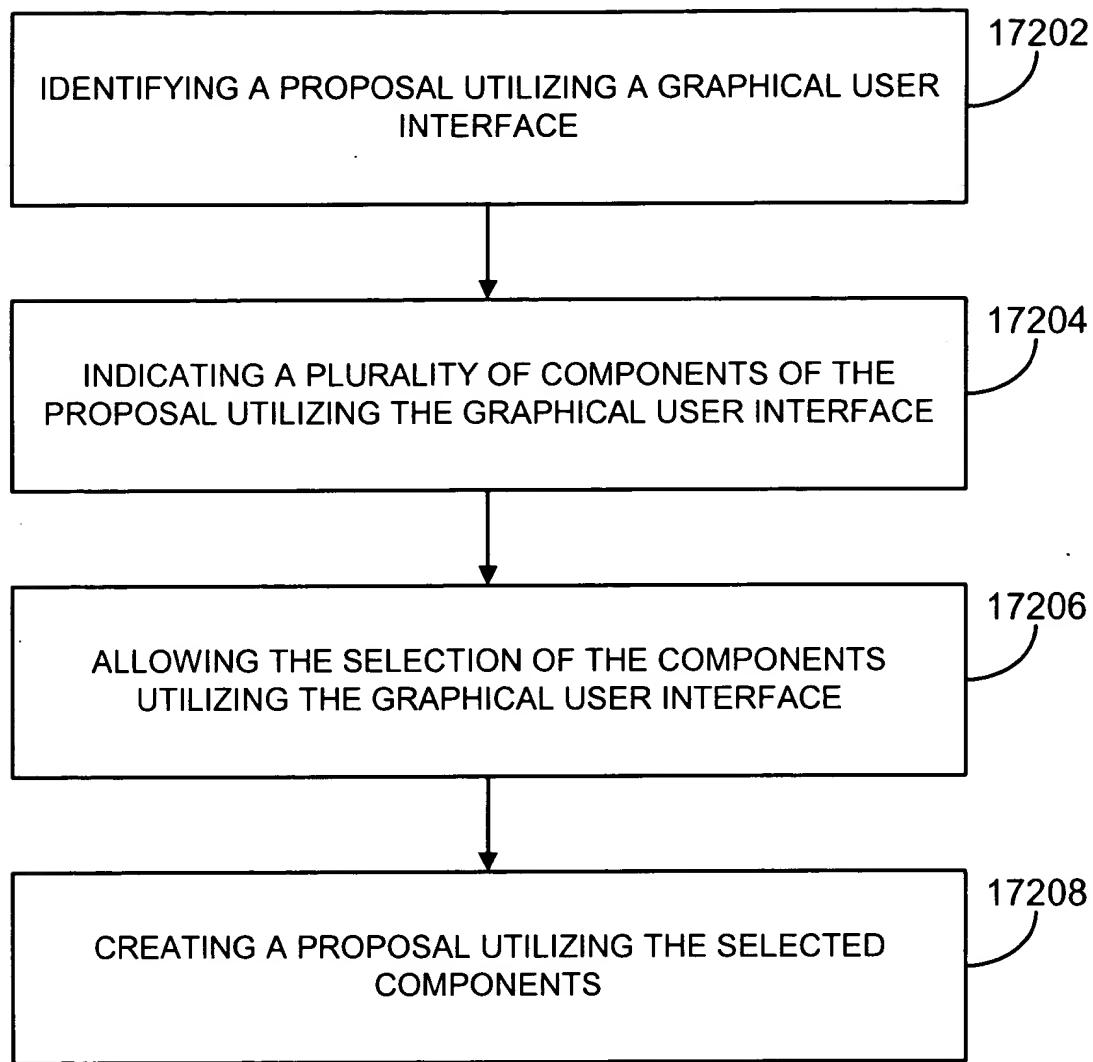


**FIG. 170**



**FIG. 171**

17200  
17202  
17204  
17206  
17208



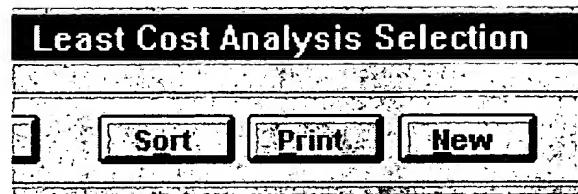
**FIG. 172**

17300



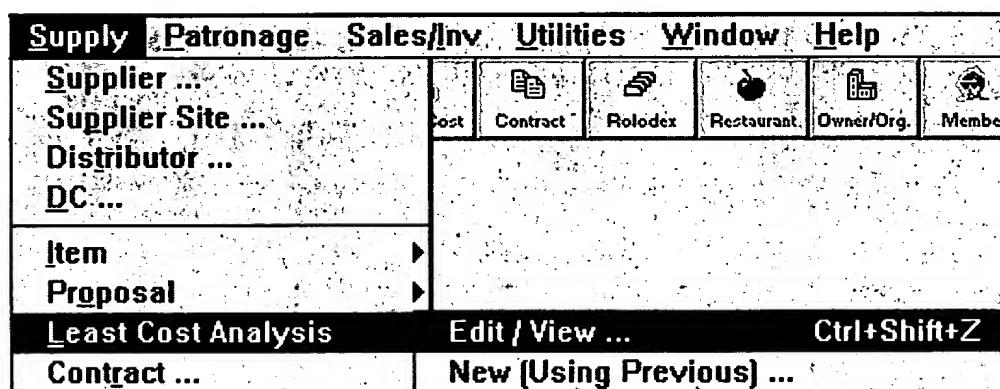
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

**Bid Proposal Name:** (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)  
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

TOEDECO "OCEANIC" 032200

17800

<b>Analysis Name:</b>	Hash Brown, Actual		
<b>Analysis ID:</b>	1036		
<b>Buyer:</b>	Dennis Glabby		
<b>Period of Agreement:</b>	10/1/97	THRU	9/30/98
<b>Unit Of Measure:</b>	CASE(S)		

FIG. 178

17900

<b>Version ( 1 ) of ( 9 )</b>		<b>Base version</b>
<b>What is the max # of FOB points to allocate to each DC ?</b> One FOB		
<b>What is pricing method for this version ?</b> FOB + Freight		
<b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b> 0.0000		
<b>Override RDC Truckload Validation ?</b> No		
<b>Solution Strategy:</b>	Standard	<b>Last Revision:</b> 9/15/97 1:04 PM

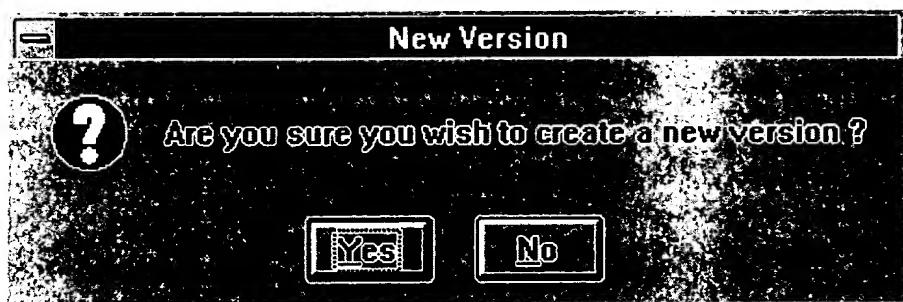
FIG. 179

18000



**FIG. 180**

18100



**FIG. 181**

TOE200-DRAFTED

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

09335300 • 09335301

18300

18302

Query Values	
Supplier FOB	
DOP	>
	>>>

Supplier FOB	
7 Rows Selected	
DOPACO-DOWNTOWN, PA	
DOPACO-KINSTON, NC	
DOPACO-ST. CHARLES, IL	
DOPACO-STOCKTON, CA	
IMPERIAL BONDWARE-SHELBYVILLE, IL	

**FIG. 183**

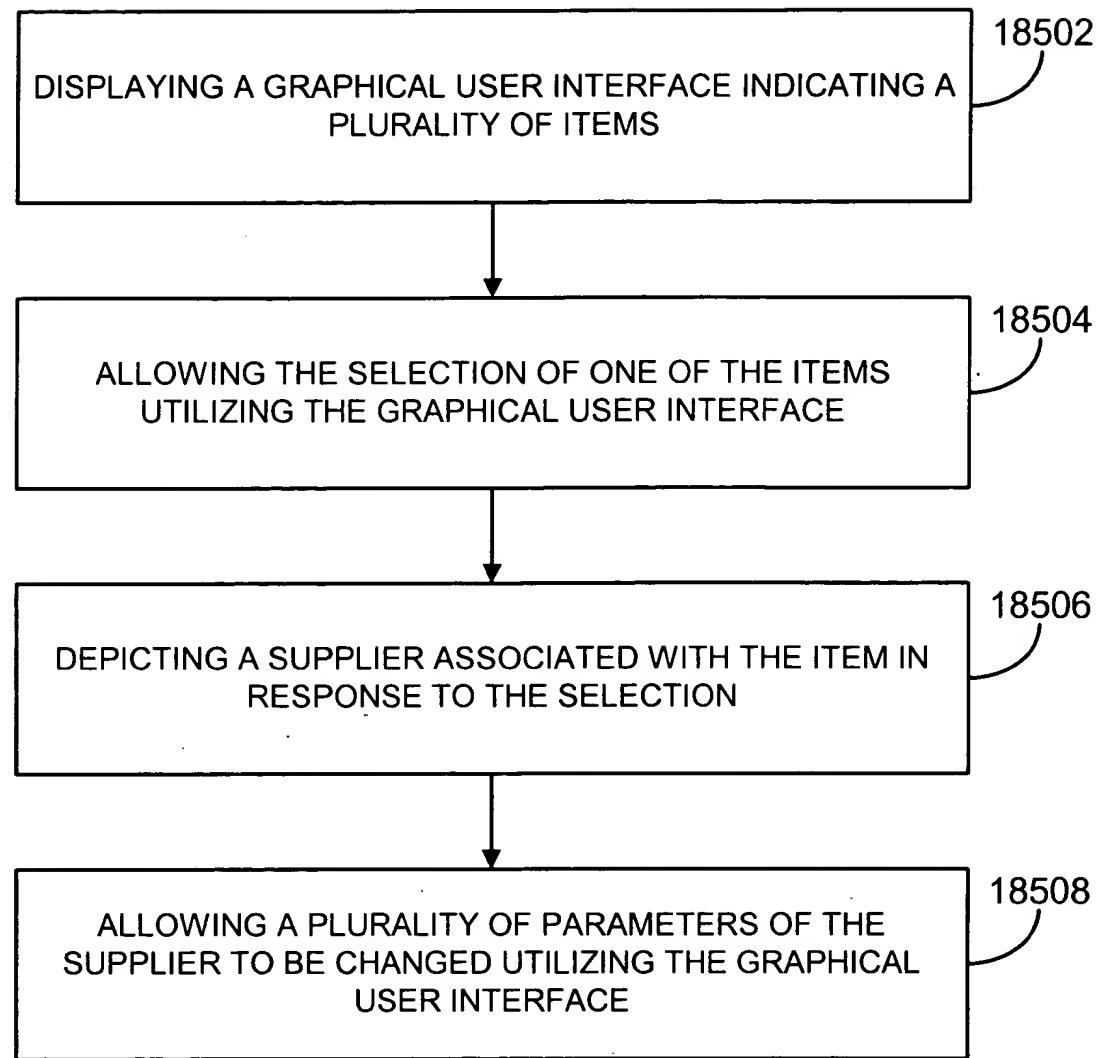
18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18500

**FIG. 185**

TO BE USED - DECEMBER 2000

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES)		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700

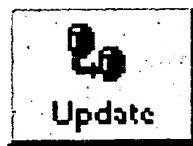


FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

0934560000000000

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

060415220 - 062000

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

TOESED - DEPT 060

19200  
↙

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0		
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF -77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

09345300-032300

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

**FIG. 195**

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

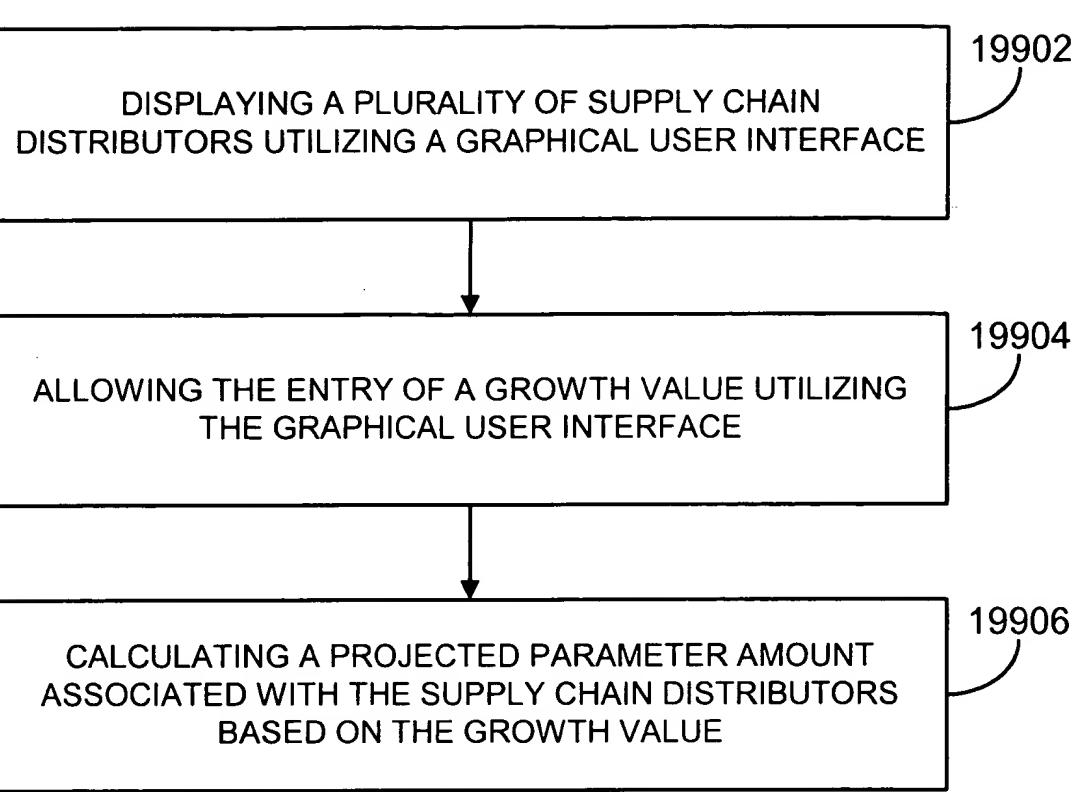
19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center		Lane Restriction		Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE, UT	Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

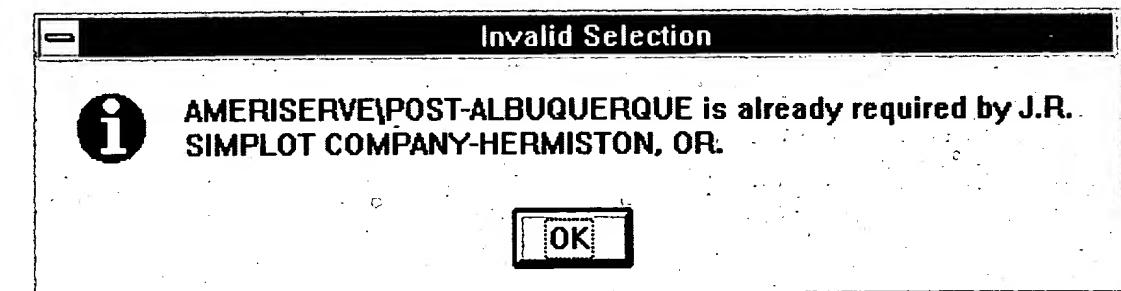
20002

20100

**FIG. 200**

TODAY'S REQUESTED

20200



**FIG. 202**

20300

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302

DESIGNATING A LANE RESTRICTION OF EACH OF THE DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER INTERFACE

20304

CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS IN A SUPPLY CHAIN ANALYSIS BASED ON THE DESIGNATION

20306

**FIG. 203**

20400



Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVE POST-SALT LAKE, UT	691		

**FIG. 204**

20500

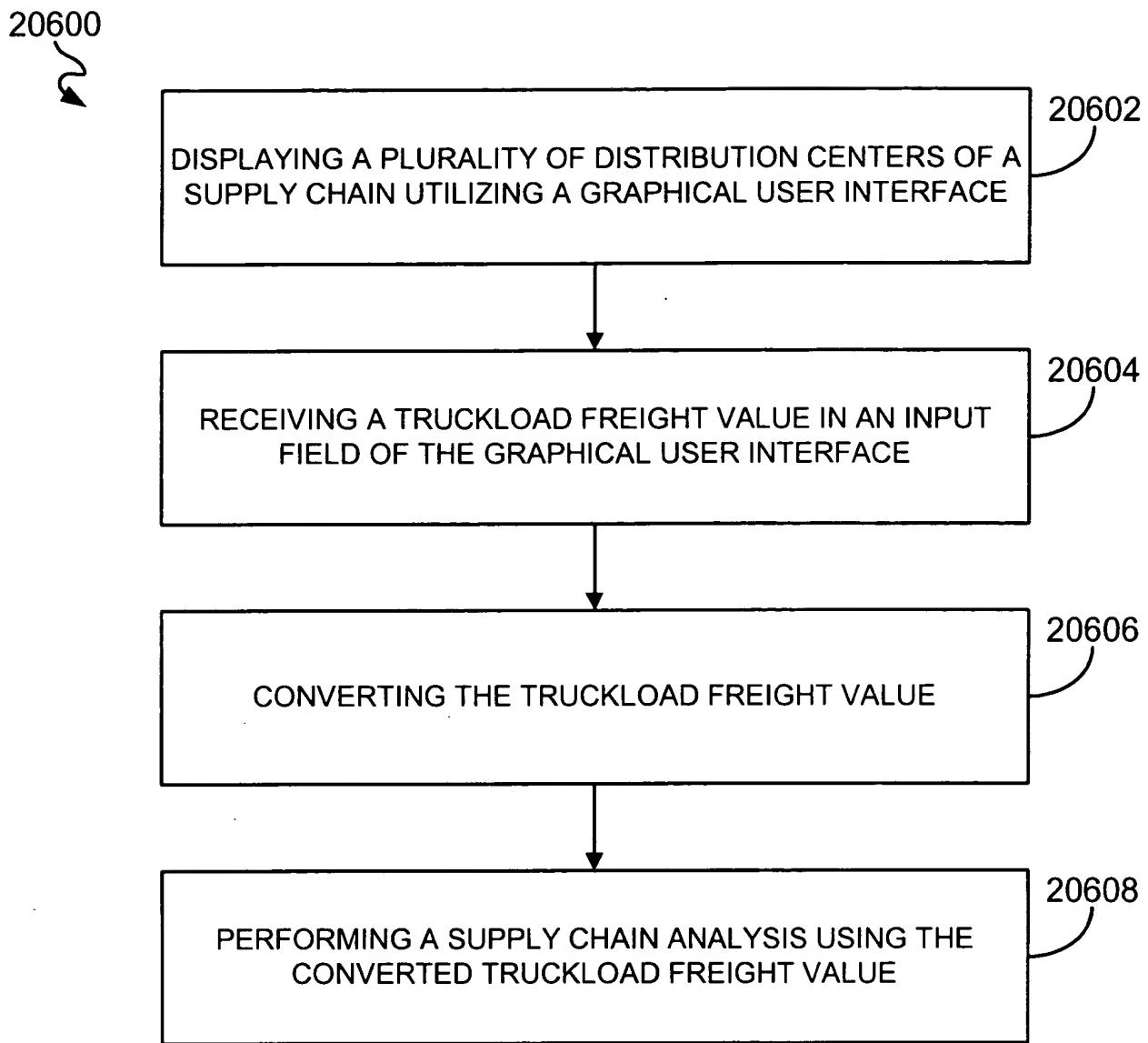


Supplier FOB	Address						
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72698				
TYSON FOODS-RUSSELLVILLE AR	Russellville	AR	72801				
Distribution Center	Weight Minimum	LTL	0 to 1,000 LBS	1,001 to 3,000 LBS	3,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

**FIG. 205**

TO 12/20 - 09/20 - 08/20 - 07/20 - 06/20

20600 • 638153950



**FIG. 206**

09876543210 - 09876543210

20700



<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

**FIG. 207**

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED WITH A REGION IN WHICH THE DISTRIBUTION CENTERS RESIDE

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL USER INTERFACE

20802

20804

20806

**FIG. 208**

20900



**FIG. 209**

21000

Report Selection

Report Type:	Optimal Product Routing	<input checked="" type="checkbox"/>
Report Name:	Freight Information Provided	
	<input checked="" type="checkbox"/>	
Report Parameters	Freight Information Provided	
Supplier:	(All)	<input checked="" type="checkbox"/>
Supplier FOB:	(All)	<input checked="" type="checkbox"/>
Distribution Center:	(All)	<input checked="" type="checkbox"/>
Version:	Base Version	

LTL Routing Grid By Lane  
Routing Results By Lane  
Routing Results By Lane, Item  
Routing Results w/ RDC Breakout By Lane  
Routing Results w/ RDC Breakout By Lane, Item  
TL Freight Variance Analysis

**FIG. 210**

00000000000000000000000000000000

09815800-092204

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

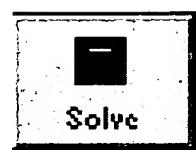
21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**

21200



**FIG. 212**

21300

21302

The screenshot shows a software window titled "Report Selection". On the left, a vertical list of report types is displayed in a dropdown menu, with "Awarded Volume" selected. To the right, a list of report names is shown in a grid format, with "Awarded Volume by Item - Detail" selected. The window has a standard Windows-style border and includes scroll bars on the right side.

Report Name:
Awarded Volume by Item - Detail
New Capacity & Prices

**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

- Report Name:
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

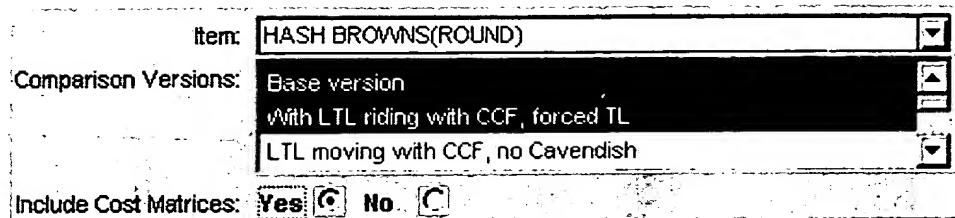
21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes  No



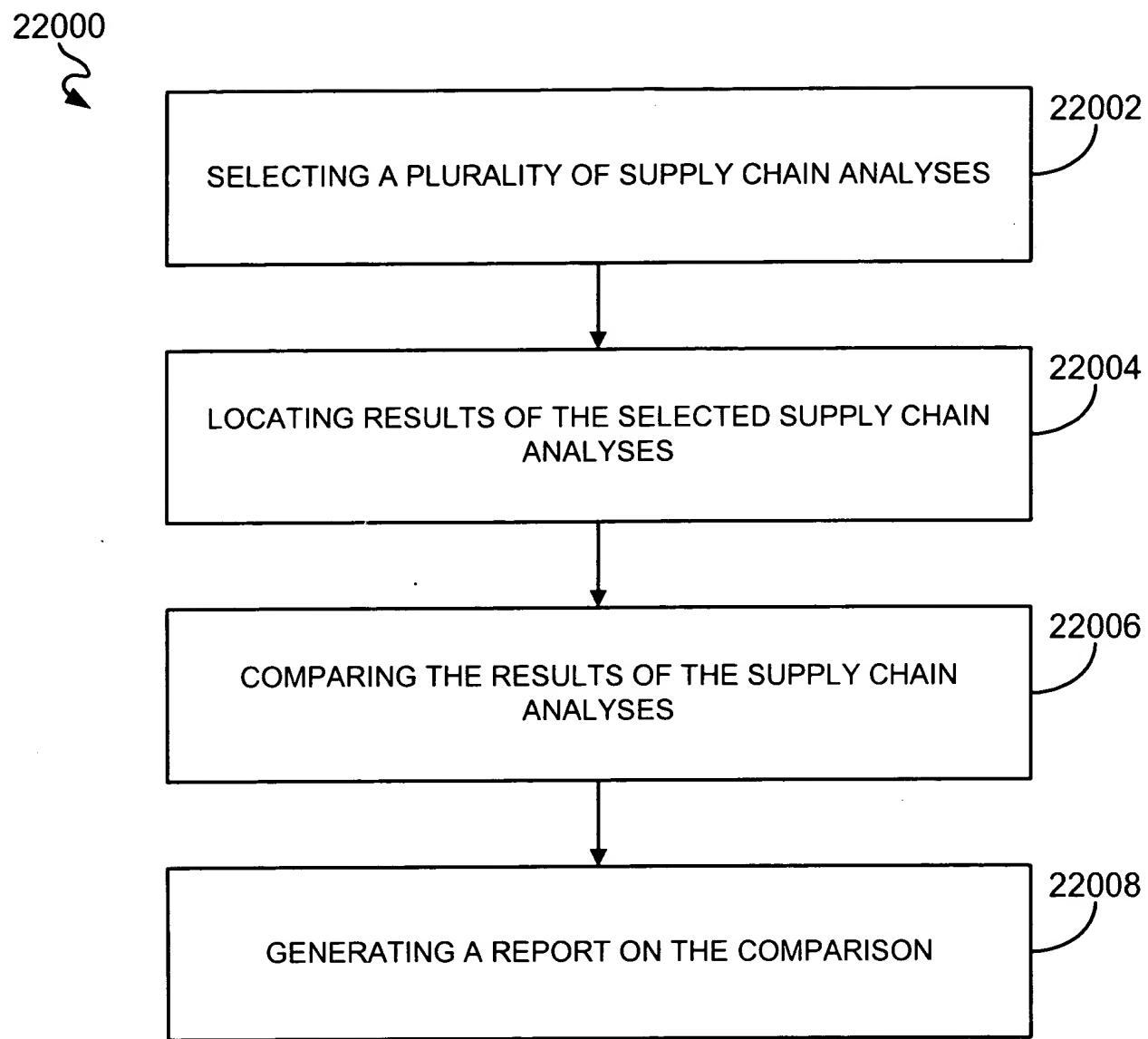
**FIG. 218**

21900

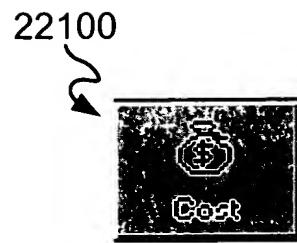


**FIG. 219**

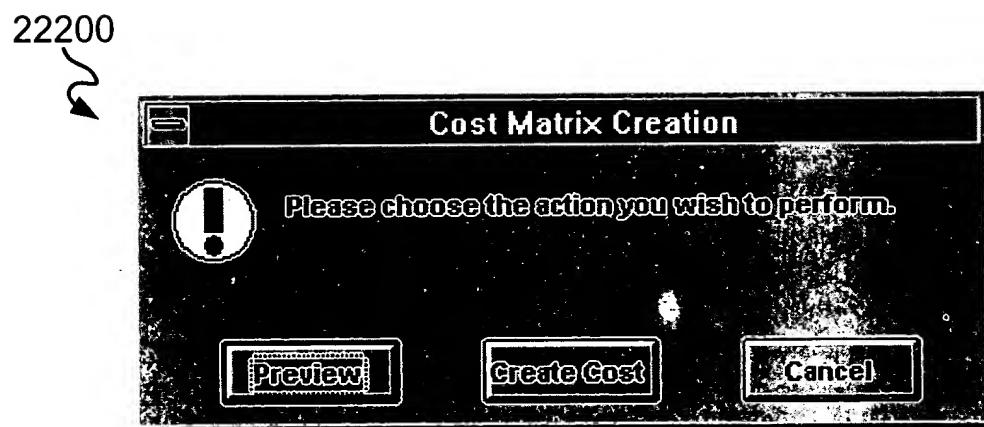
0915030 "022201



**FIG. 220**



**FIG. 221**



**FIG. 222**

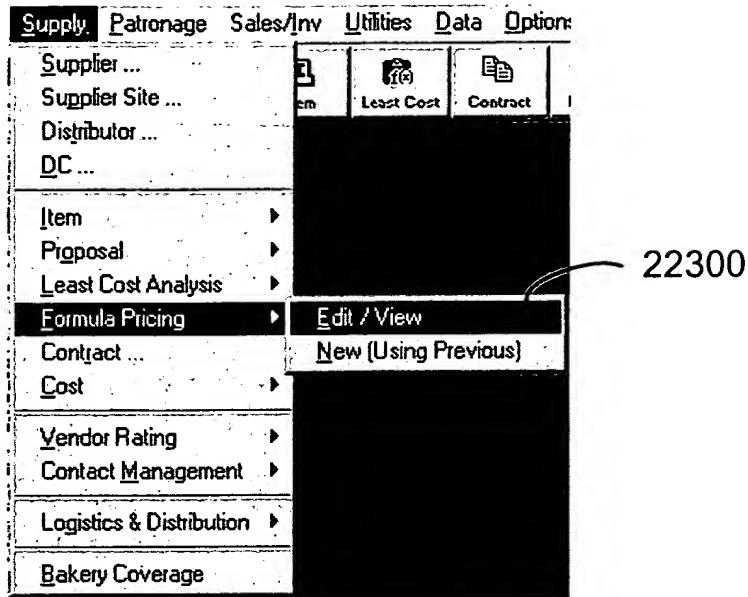


FIG. 223

22400

A screenshot of a software dialog box titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The dialog has tabs for 'General Info', 'Pricing' (which is selected), 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab contains the following fields:

- Pricing ID:
- Description:
- Item:
- Raw Material Pricing Date:  From:  To:
- Cost Matrix Begin Date:  End Date:
- FOB Adjustment Amount:

FIG. 224

22500

Date	FRESH DOM 50% TRIM	FRESH DOM 65% TRIM	FRESH DOM 73% TRIM	FRESH DOM 75% TRIM	FRESH DOM 80% LEAN	FRESH DOM 85% LEAN	FRESH DOM 90% LEAN BL	FRESH DOM 90% LEAN VW	FRZN DOM 90% LEAN VW	IMP AUS 90% LEAN	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9600
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0850	1.1210	0.9572	0.9659

FIG. 225

22600

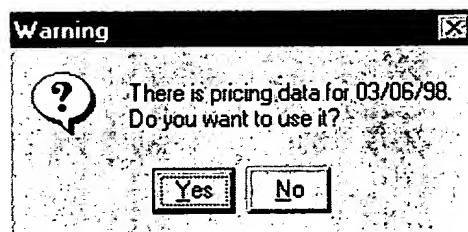


FIG. 226

22700

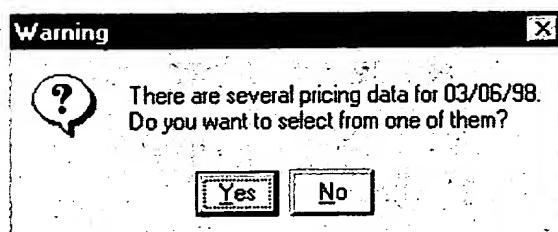
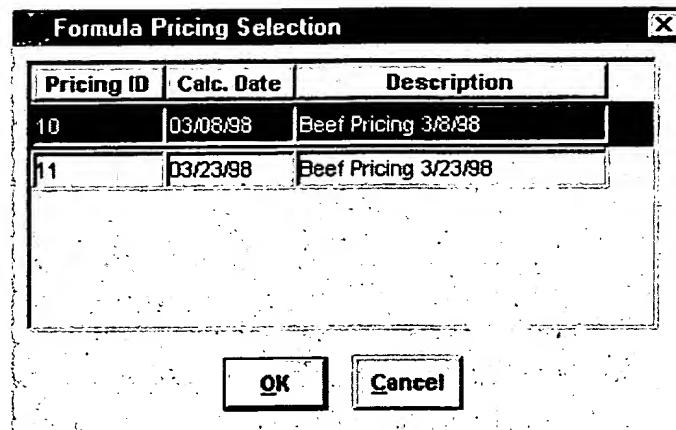


FIG. 227

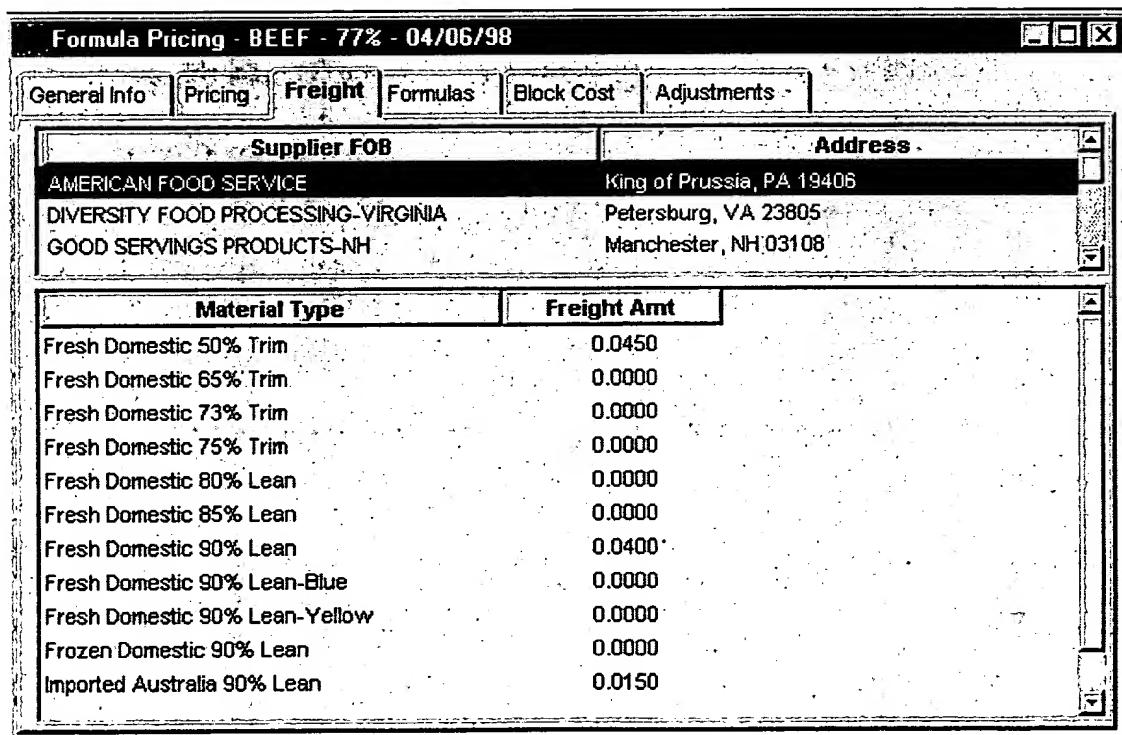
TOE2320 - DE2320 - DE2320

22800



**FIG. 228**

22900



**FIG. 229**

23000

Formula	FD58TR		FD65TR		FD73TC		FD81LC		FD85LN		FD90LC		IMAU98		LFTB		Total
	Pct.	Cost															
AFS-1	0.3120	0.2871							0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9840		
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3139			0.9941		
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9868		
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884		
TEX-1	0.3090	0.2768							0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916		
WH-1	0.3250	0.2959							0.1750	0.1968	0.3650	0.3608	0.1350	0.1230	0.9765		
WIS-1	0.3325	0.2977							0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	0.9818		

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

TOE2200-0222301

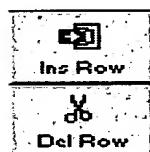
23200

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23200 - 032351860



23300

23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

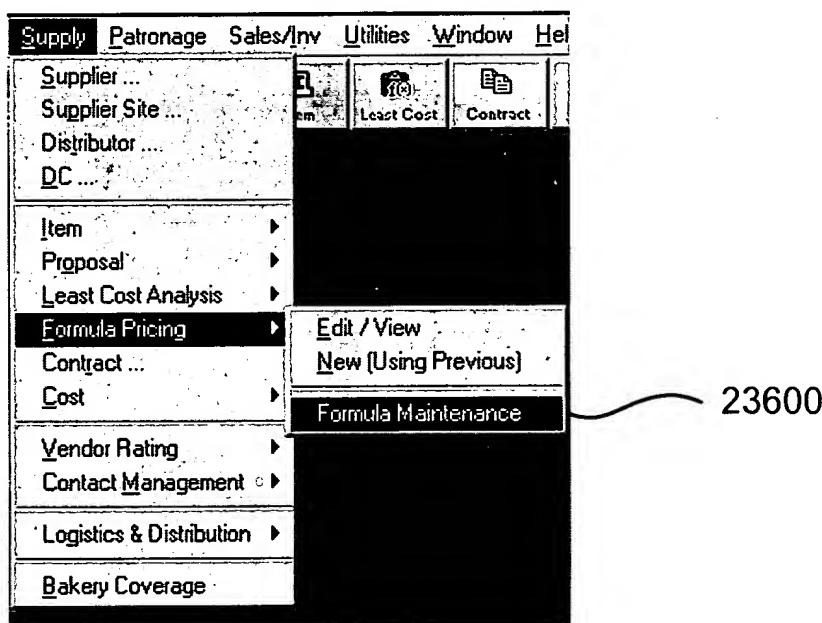
  

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

**FIG. 235**

TOE220 - 0322061



**FIG. 236**